



ARMY PROCUREMENT FACT BOOK

FOR
DEPUTY ASSISTANT SECRETARY
OF THE ARMY (PROCUREMENT)
AS OF SEPTEMBER 30, 2002

“BUYING THE ARMY’S FUTURE”

FY02 Army Fact Book Table of Contents

<u>SUBJECT</u>	<u>PAGE</u>
• Principal Assistants Responsible for Contracting	6-7
• Top Ten States by Contracting Dollars Awarded in FY01	8
• Top Ten FY02 MACOM's Actions Over \$100K	9
• Top Ten FY02 MACOM's Actions \$25K to \$100K	10
• Top Ten FY02 MACOM's Actions \$0 to \$25K	11
• Army Contracting Actions & Awards	12
• Top Ten MACOM's Dollars Awarded	13
• Actions Less Than \$25K by MACOM	14
• Actions More Than \$25K by MACOM	15
• Actions and Dollars Over \$25K by Category	16-17
• Total Small Business Dollars Over \$25K	18
• Total Foreign Military Sales Over \$25K	19
• Contracts by Small Business Set-Aside	20
• Total Contract Actions Through SBA-8(A)	21
• Dollar Percentage on Types of U.S. Small Business Awards by FY	22
• Dollar Percentage of U.S. Small vs. Large Business Awards by FY	23
• Percentage On U.S. Small vs. Large Business Actions by FY	24

FY02 Army Fact Book Table of Contents (Cont.)

<u>SUBJECT</u>	<u>PAGE</u>
• Percentage of Overall Paperless Contracting	25
• FY01 Number of Electronic Solicitations	26
• Number of Electronic Awards	27
• FY01 Dollars Electronic Awards	28
• Army Procurement Competition Report Trend	29
• DAWIA Certification by Fiscal Year	30
• FY02 DAWIA Percentage Certification Status by Career	31
• FY02 DAWIA Certification by Career	32
• FY99-FY02 MACOMs Contracting Support Personnel TDA	33-35
• FY02 MACOMs Contracting Support Personnel TDA	36
• Army Contracting Personnel Trend	37
• Army Contracting TDA Trends by MACOM	38-54
• GAO - Army Protests FY02	55
• FY02 Army Quarterly Protests	56
• FY02 Defense Department Card Transactions	57
• FY02 DOD Purchase Card Program Dollars Purchase	58

FY02 Army Fact Book Table of Contents (Cont.)

<u>SUBJECT</u>	<u>PAGE</u>
• Army Purchase Card Program Transactions	59
• Army Purchase Card Program Growth In Dollars	60
• Army Purchase Card Monthly Actions FY98-FY02	61
• ALT/PLT Definitions	62
• AMC ALT/PLT by Inventory Control Point	63
• Congressional Notifications	64
• DoD Formula for Cost to Purchase Metric	65
• Army Cost to Purchase	66
• Army Operating Expense for Purchasing	67
• Army Oblig Purchasing Dollars (RDT&E vs. Non-RDT&E)	68
• Average Time To Award A VECP	69
• DOD VECP Savings (\$M)	70
• Number of MDAPs With VE Activity	71
• Number of VECPs Awarded	72

Principal Assistant Responsible for Contracting

AMC	ATTN: AMCRDA-A	5001 Eisenhower Avenue Alexandria, VA 22333-0001
AMC	ATTN: AMCRDA-AC (PARC)	5001 Eisenhower Avenue Alexandria, VA 22333-0001
AMCOM	ATTN: AMSAM-AC	Building 4488 Redstone Arsenal, AL 35898-5000
RMAC	ATTN: AMSSB-AC	4118 Susquehanna Avenue Aberdeen Proving Ground, MD 21005-3013
CECOM	ATTN: AMSEL-AC	Building 1208E Fort Monmouth, NJ 07703-5000
OSC	ATTN: AMSOS-CC	Building 350, 5th Floor, N Wing Rock Island, IL 61299-6000
TACOM	ATTN: AMSTA-AQ	Building 231 Warren, MI 48397-5000
DCC-W		5200 Army Pentagon Washington, DC 20310-5200
FORSCOM	ATTN: AFLG-PR	1777 Hardee Avenue, SW Fort McPherson, GA 30330-1062
ARCENT		1301 Anderson Way, SW Fort McPherson, GA 30330-1064
MEDCOM	ATTN: MCAA	2107 17th Street, Suite 69 Fort Sam Houston, TX 78234-6037

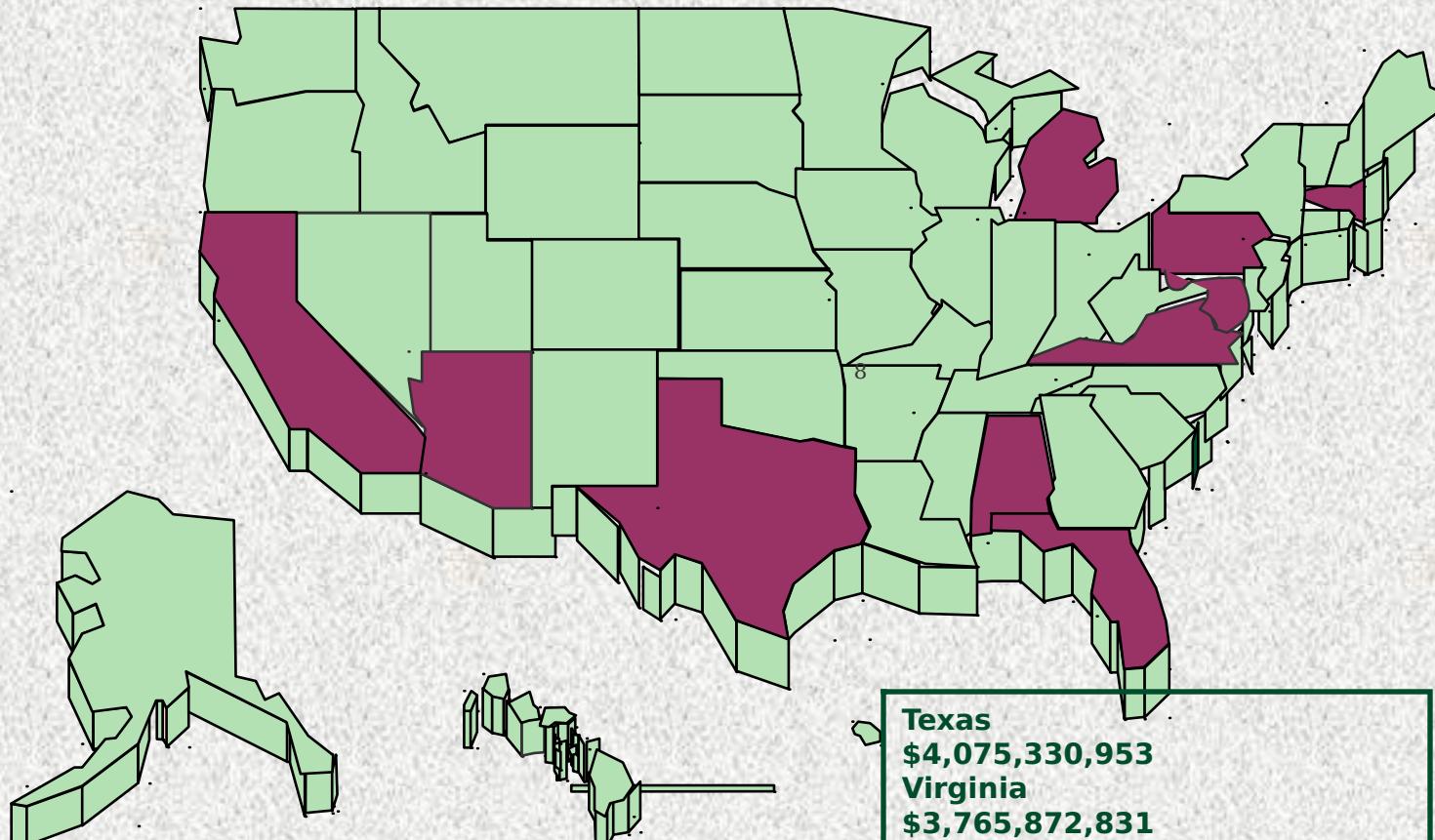
Principal Assistant Responsible for Contracting

INSCOM	ATTN: IAPC	8825 Beulah Street Fort Belvoir, VA 22060-5246
USAMRMC	ATTN: MCMR-AAZ-A	820 Chandler Street Fort Detrick, MD 21702-5014
MDW	ATTN: ANPC	9410 Jackson Loop, Suite 201 Fort Belvoir, VA 22060-5134
MTMC	ATTN: MTAQ	5611 Columbia Pike Falls Church, VA 22041-5050
SMDC	ATTN: SMDC-CM	P. O. Box 1500 Huntsville, AL 35807-3801
TRADOC	ATTN: ATBO-A	HQ TRADOC, DCSBOS 5 North Gate Rd, Building 5F, Room 306 Fort Monroe, VA 23651-1048
USAREUR	ATTN: AEAPR-PA (PARC)	Unit 29331 APO AE 09266
EUSA	ATTN: EAKC-CO	Unit 15237 APO AP 96205-0010
USARPAC	ATTN: APAM	B Street, Building T-115 Fort Shafter, HI 96858-5100
USARSO	ATTN: PARC	Building 218 Fort Buchanan, PR 00934

Principal Assistant Responsible for Contracting

USACE	ATTN: CEPR-ZA	20 massachusetts Ave., NW Washington, DC 20314-1000
NGB	ATTN: NGB-AQ	Suite 8300, Jefferson Plaza 1 1411 Jefferson Davis Highway Arlington, VA 22202-3231

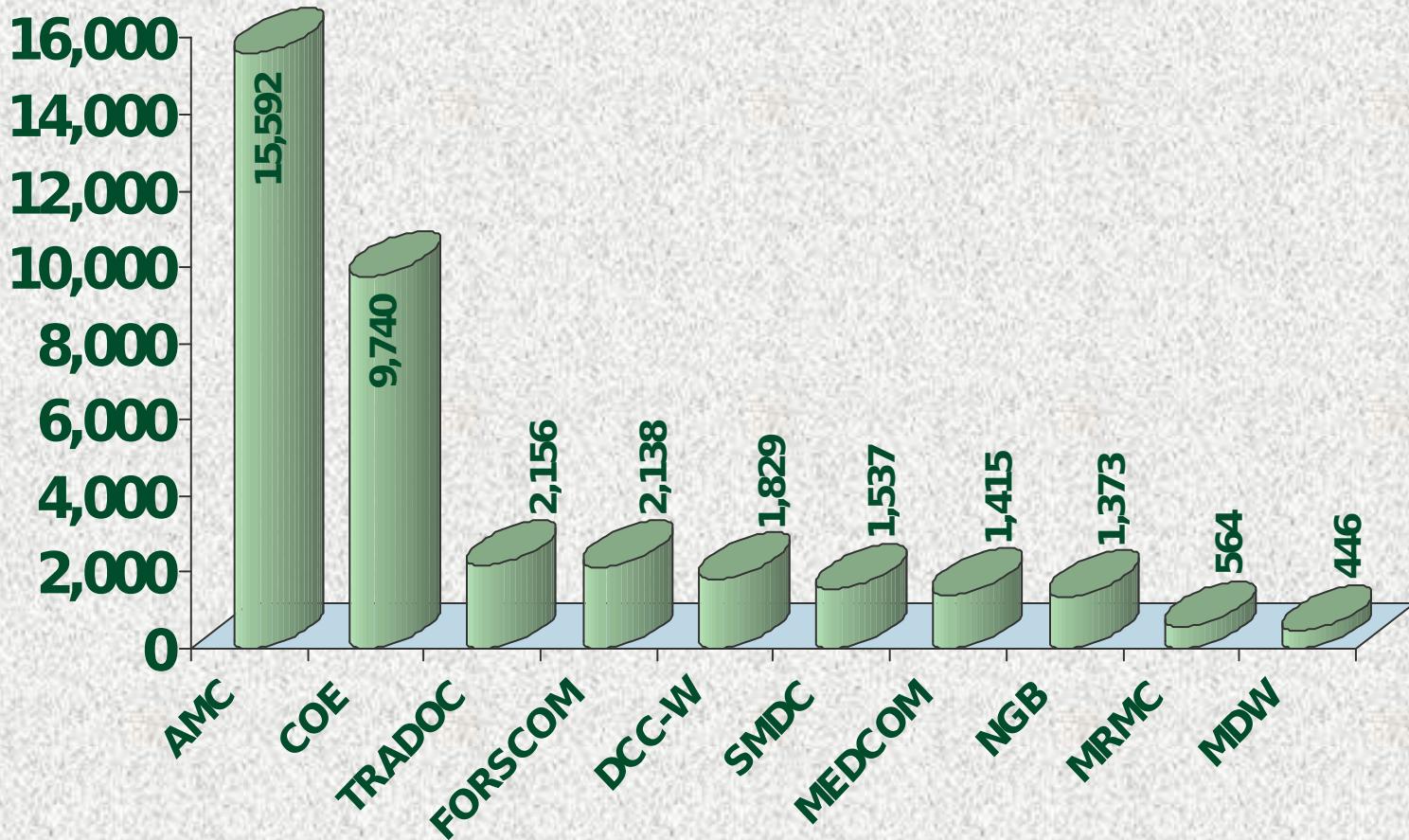
Top Ten States by Contracting Dollars Awarded in FY02



Texas
\$4,075,330,953
Virginia
\$3,765,872,831
California
\$3,494,512,293
Arizona
\$2,775,483,585
Pennsylvania
\$2,218,969,463
Florida
\$1,931,834,616
Alabama
\$1,750,000,000

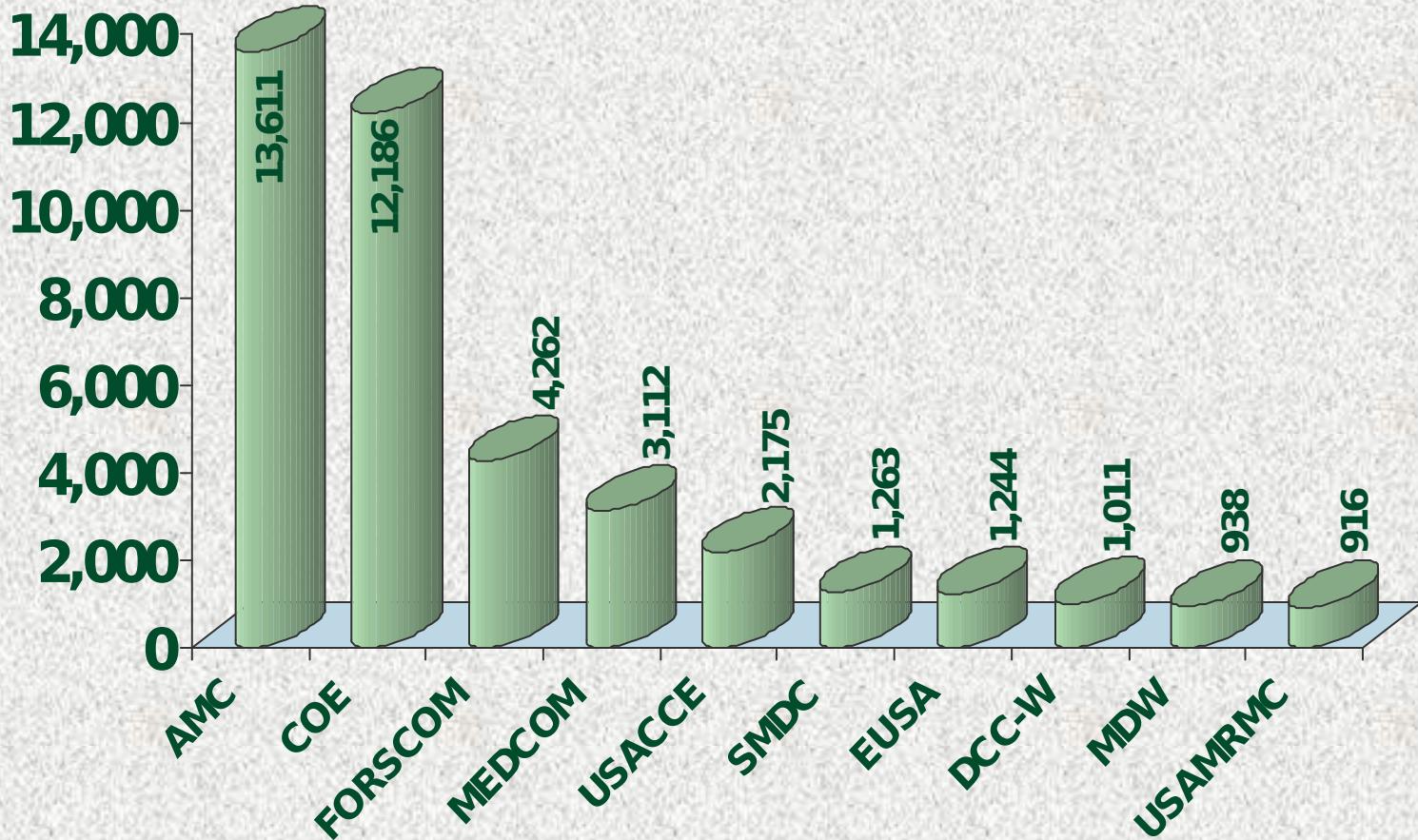
Contracting Actions Over \$100K (FY02)

Note: value \$101K

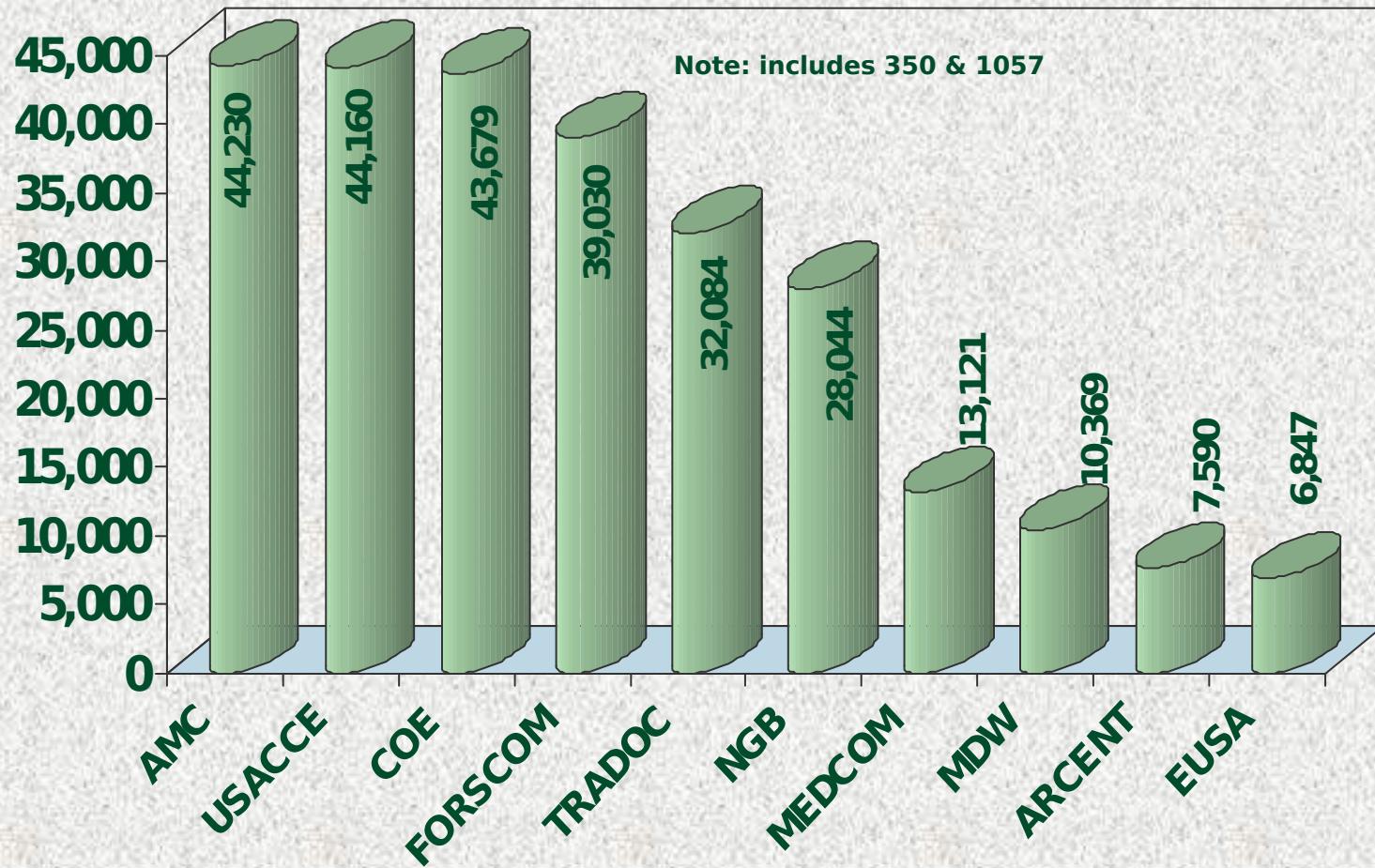


Contracting Actions \$25K to \$100K (FY02)

Note: Includes DD350 obligation and de-obligation valued from \$25,001 to \$100K

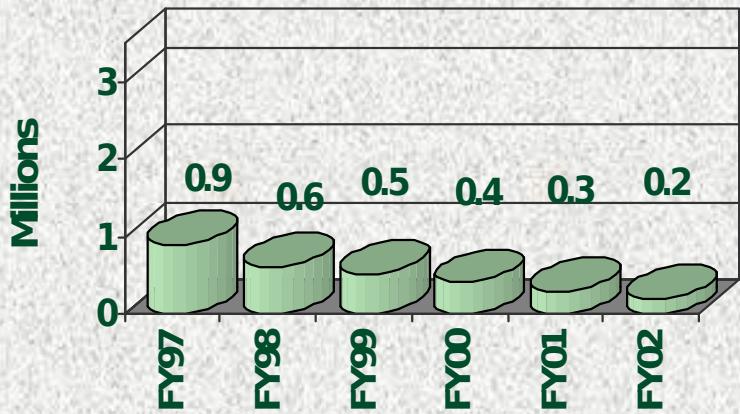


Contracting Actions \$0 to \$25K (FY02)

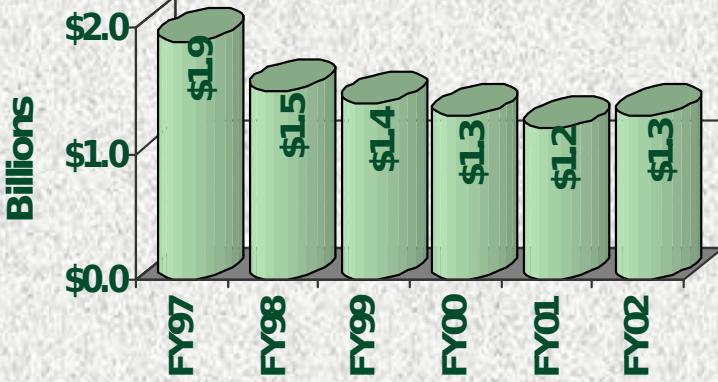


Army Contracting Actions & Awards

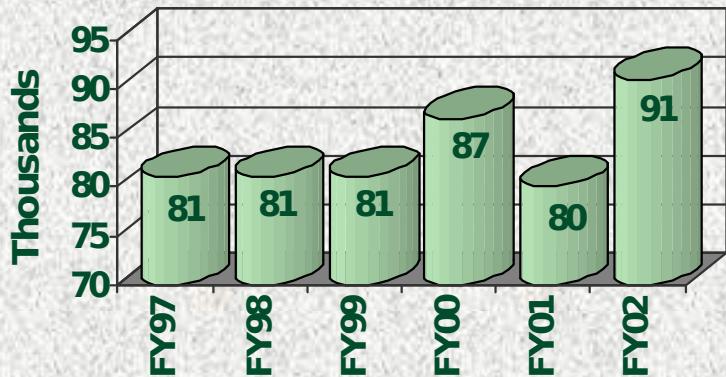
Total Contract Actions \$25K or Less



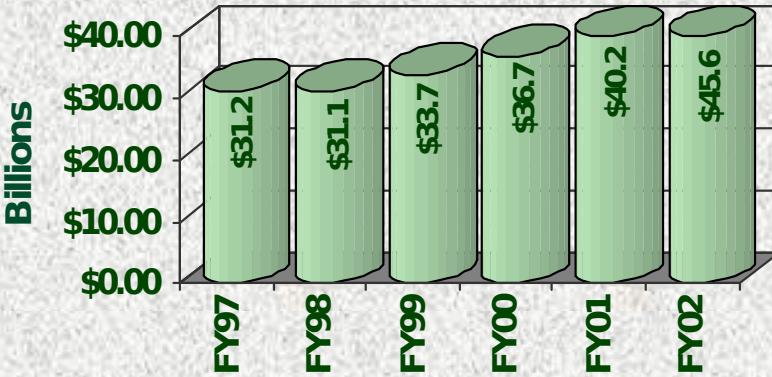
Total Dollar Value \$25K or Less



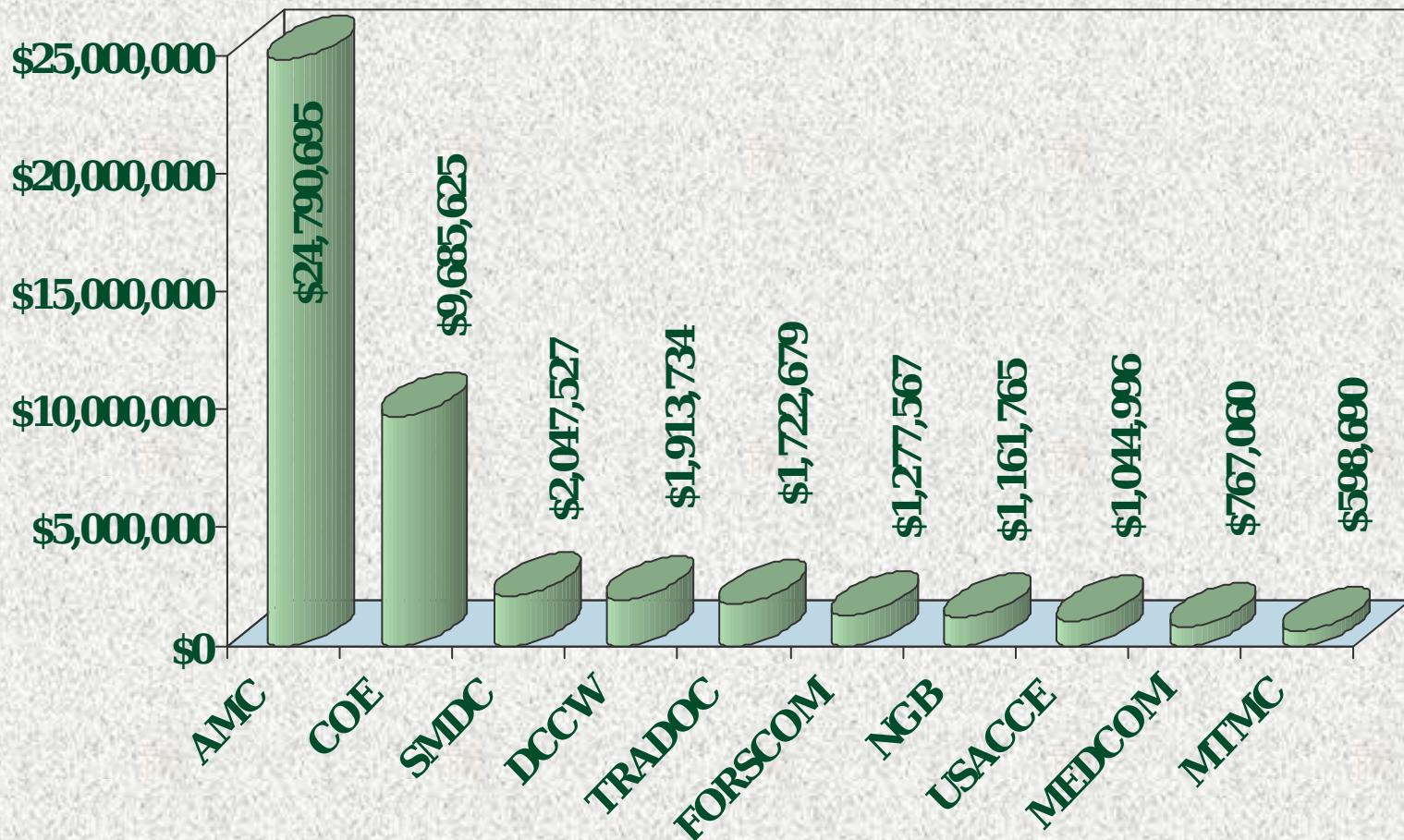
Total Contract Actions Over \$25K



Total Dollar Value Over \$25K

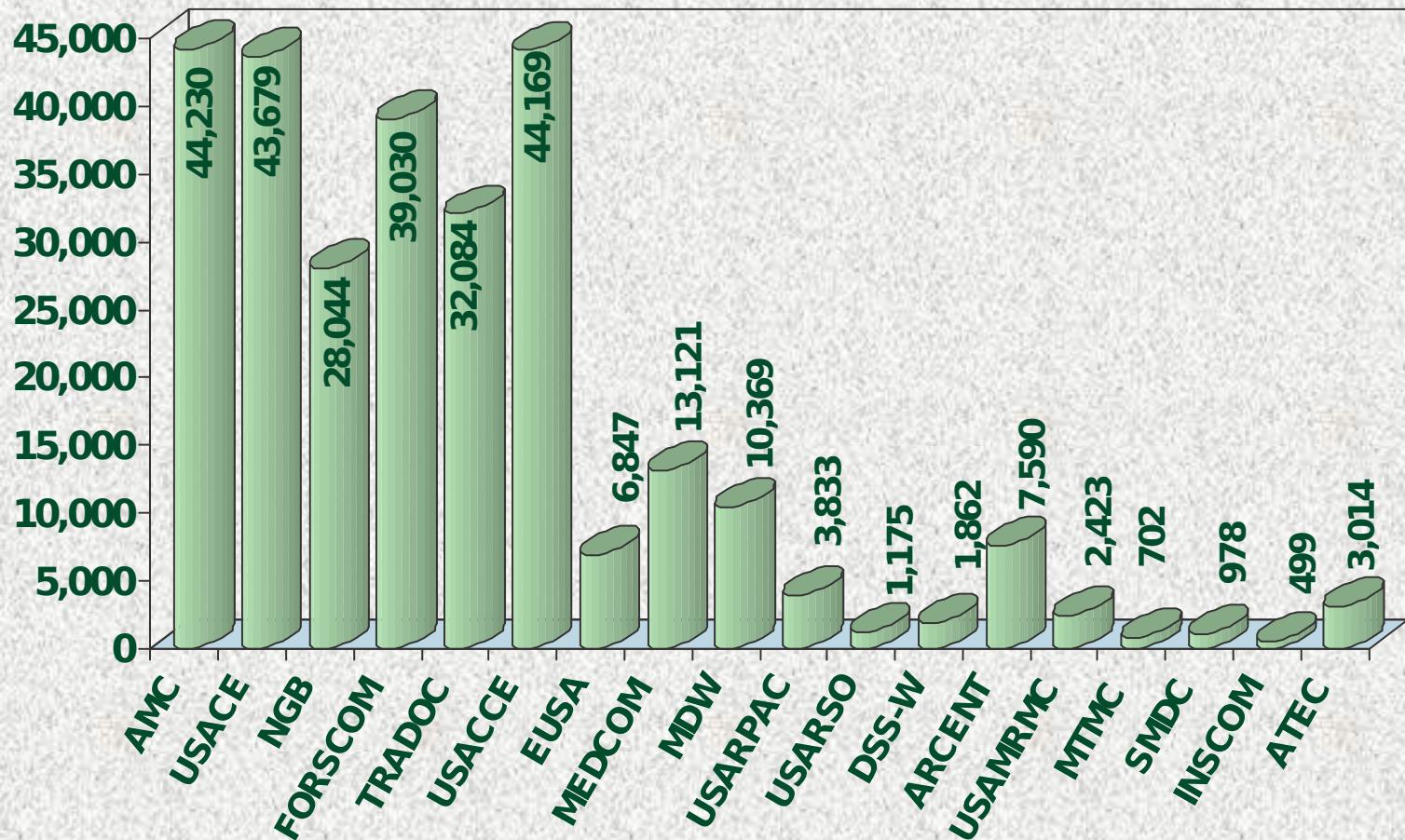


Top Ten MACOM's Dollars Awarded

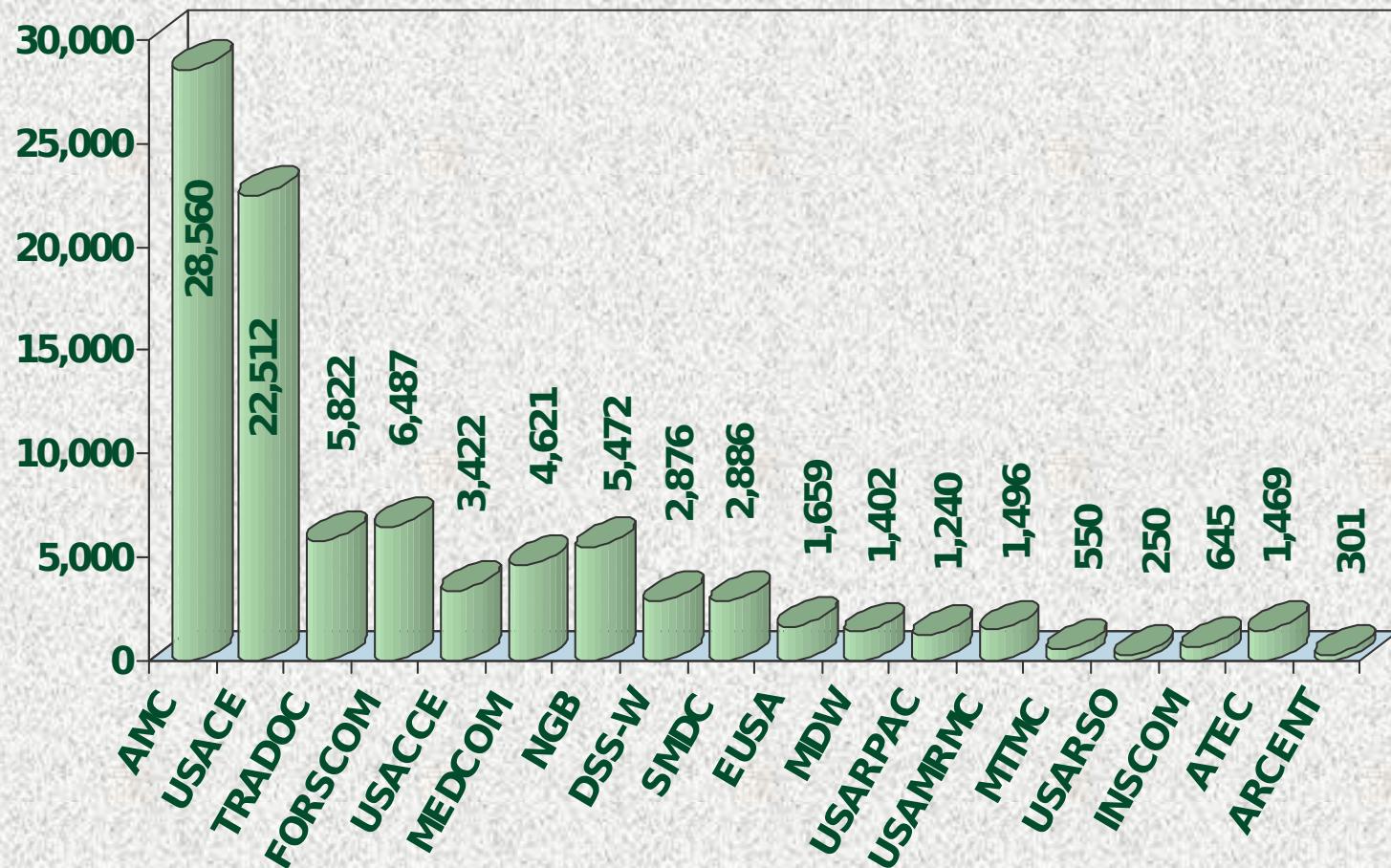


Note: Dollar Value In
Thousands

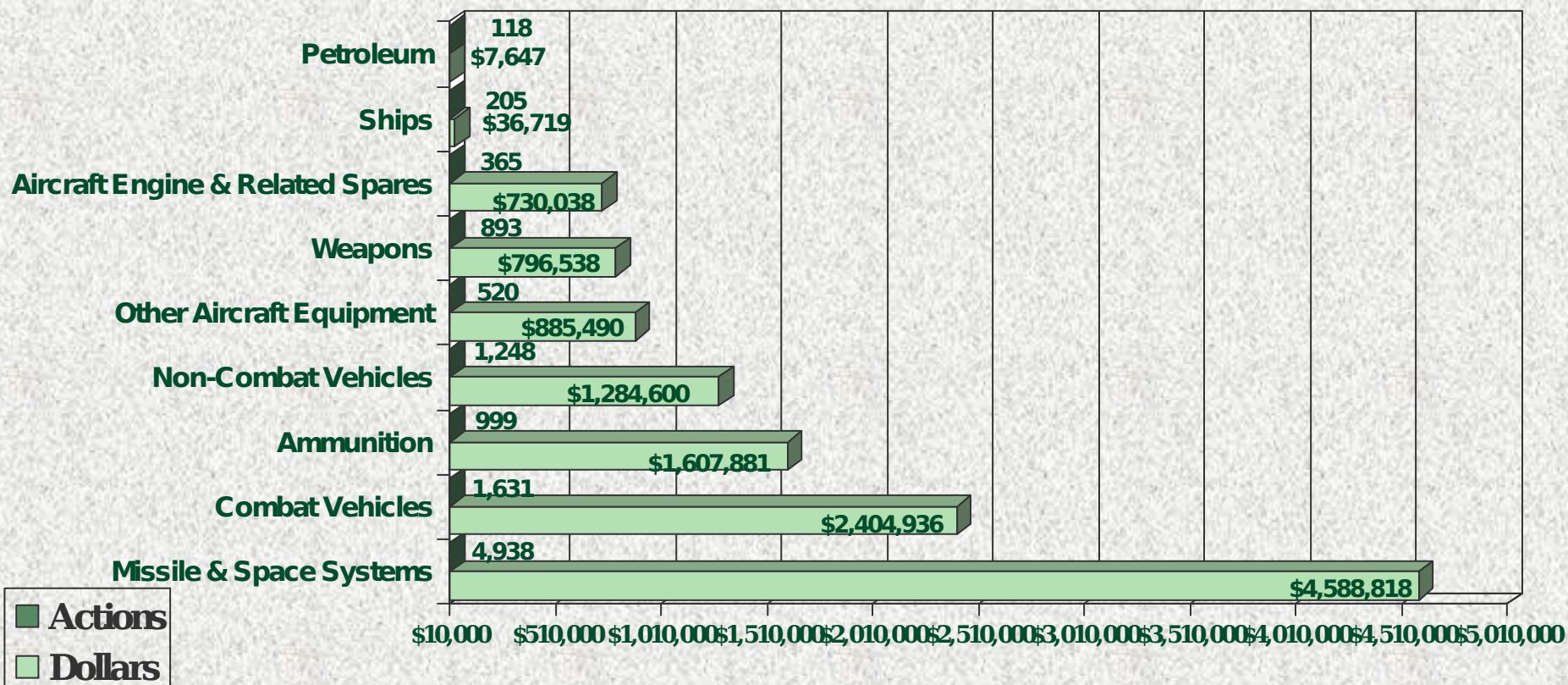
Contracting Actions Less Than \$25K By MACOM



Contracting Actions More Than \$25K By MACOM



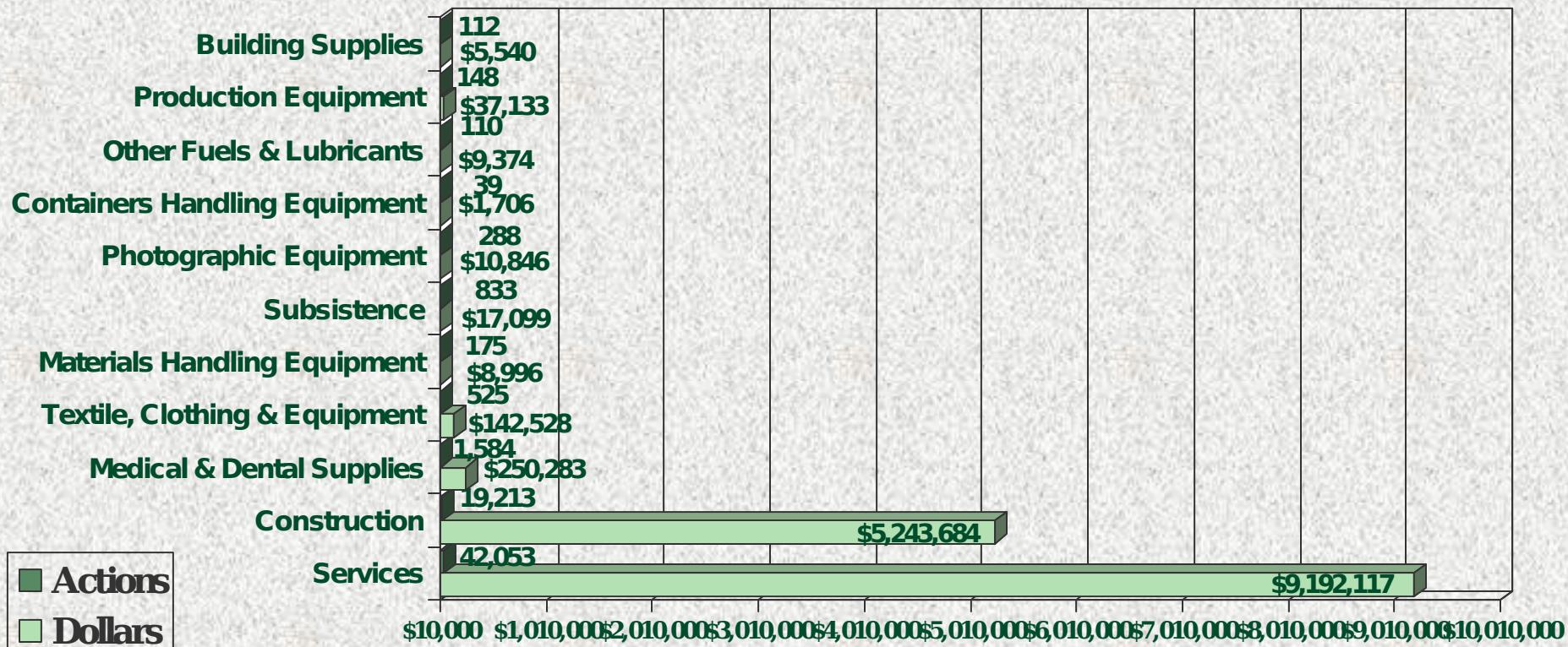
Army's Actions and Dollars by Category



Note: Data excluded Civil Works

Note: Dollar Value in Thousands

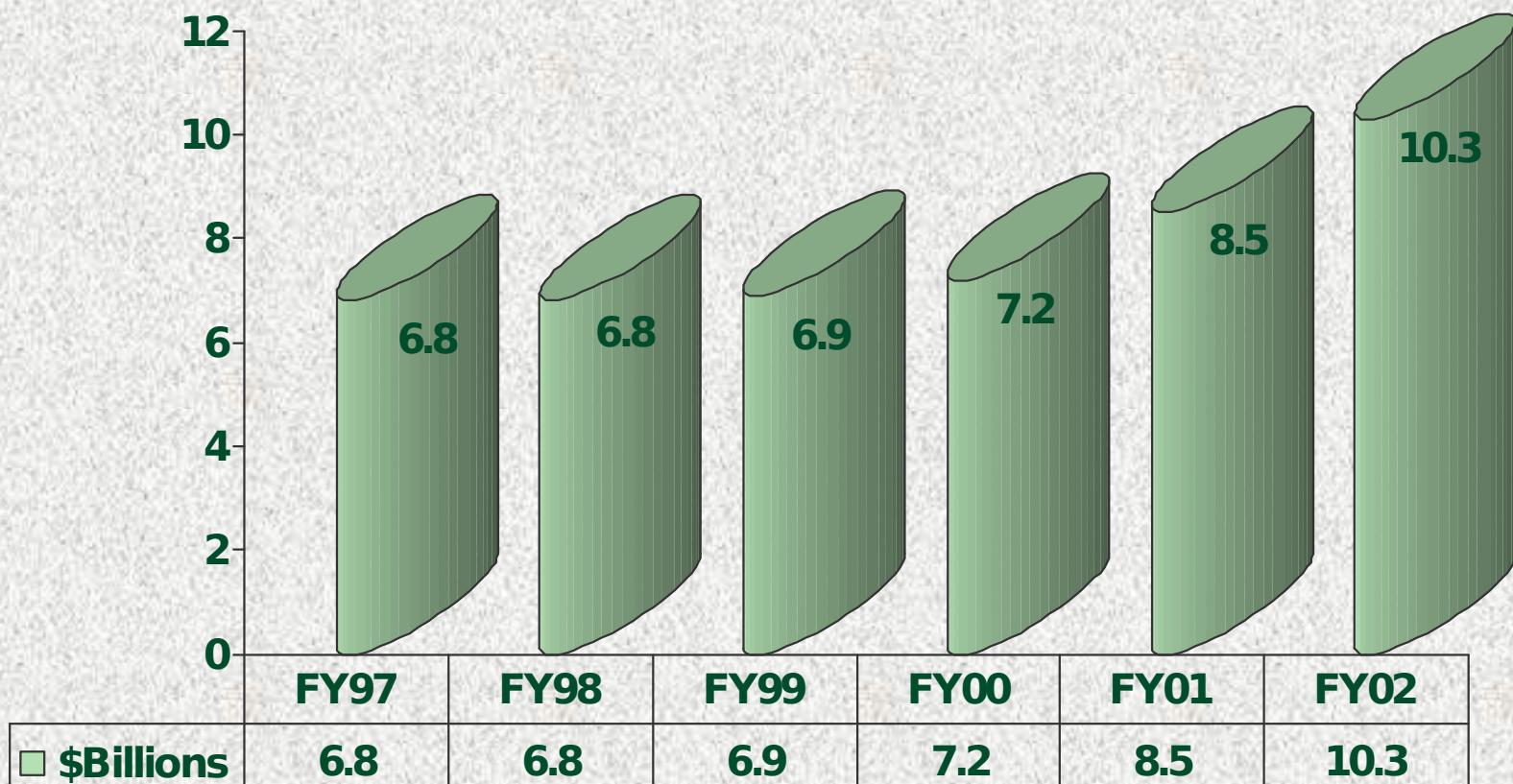
Army's Actions and Dollars Over \$25K by Category (Con't)



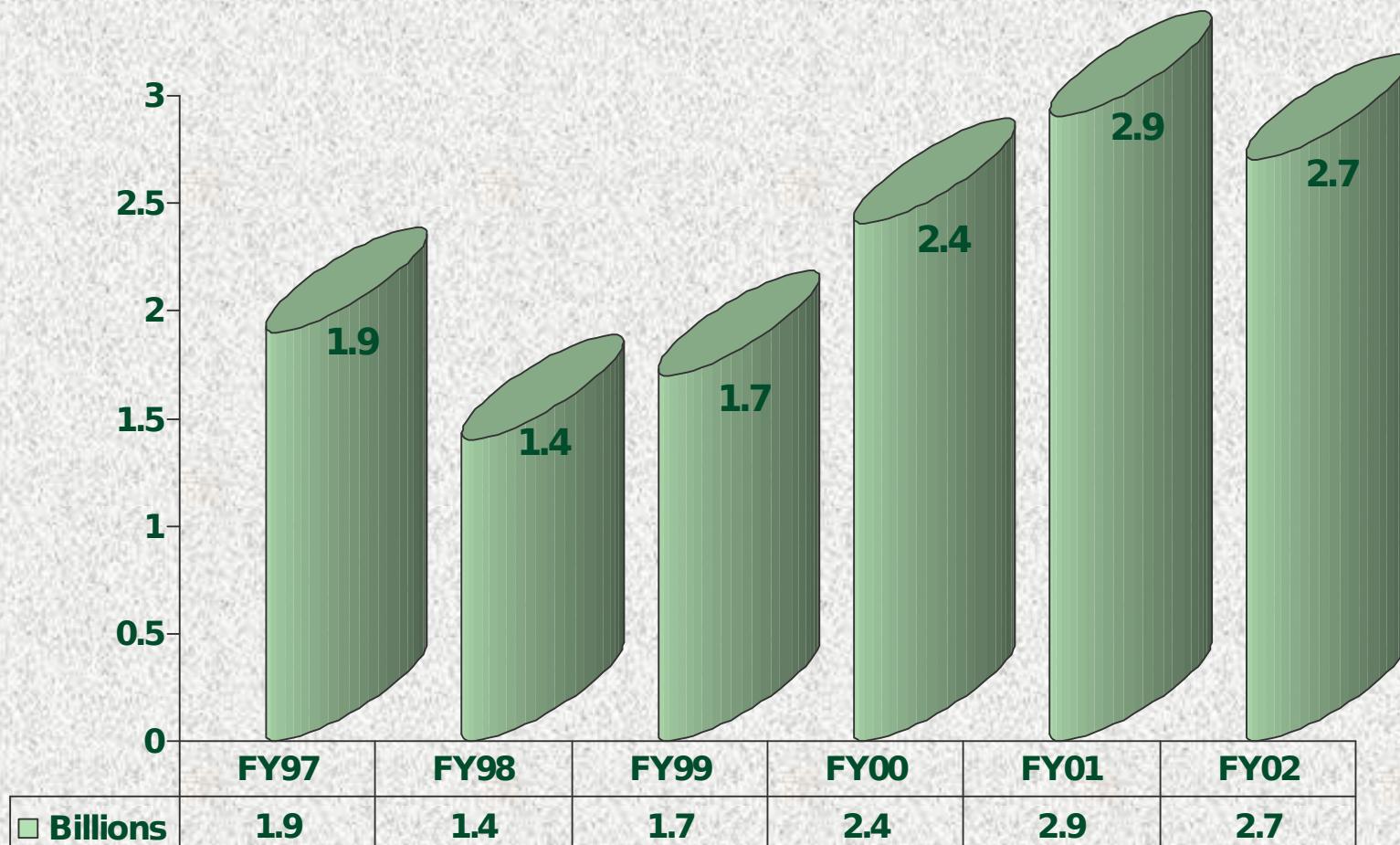
Note: Data excluded Civil Works

Note: Dollar Value in Thousands

Total Small Business Dollars Over \$25K

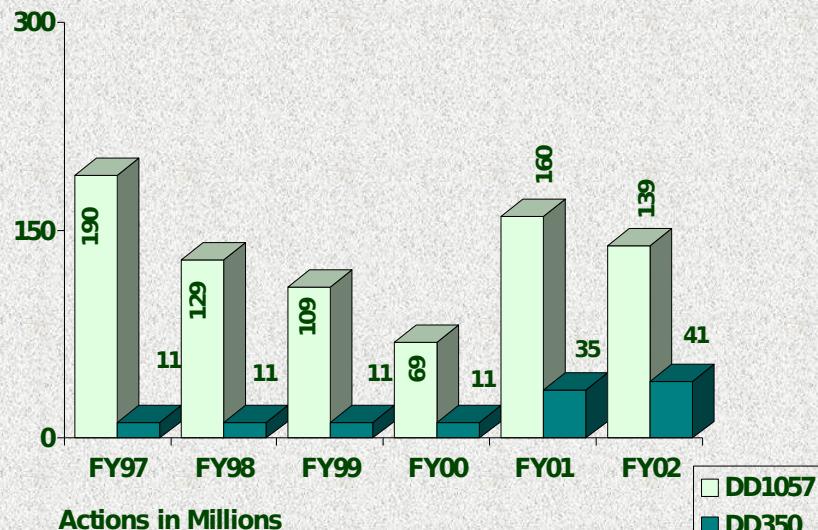


Total Foreign Military Sales Over \$25K

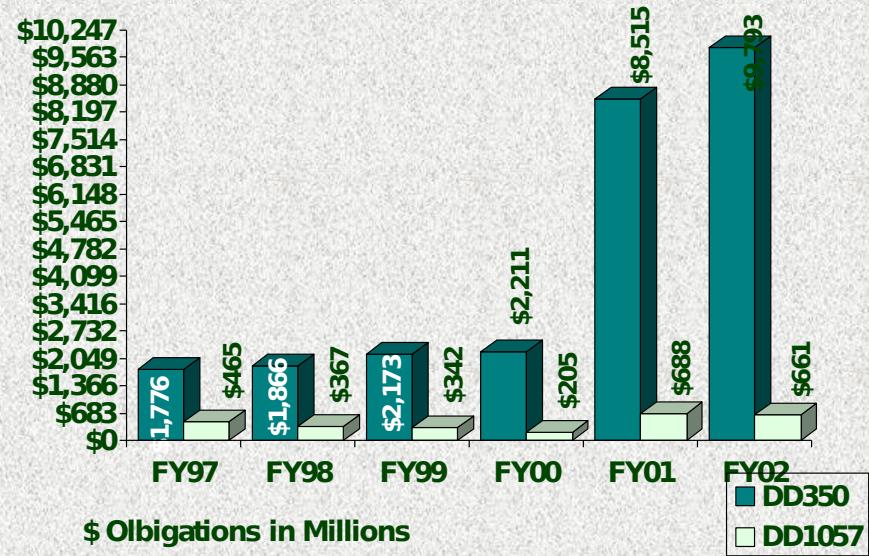


Contracts by Small Business Set-Aside

Small Business Set-Aside Contract Actions



Contract Dollar Obligations by Small Business Set-Aside



#Actions in Millions

DD1057 for \$25,000 or Less Contracts
DD350 for Over \$25,000 Contracts

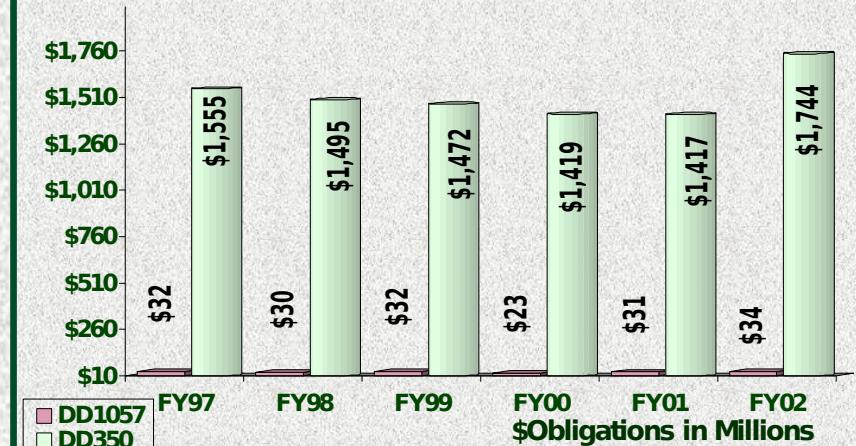
\$Obligations in Millions

Total Contract Actions Through SBA 8(A)

**Total Contract Actions
(DD1057 & DD350)**



**Total Contract Dollar Obligations
(DD1057 & DD350)**

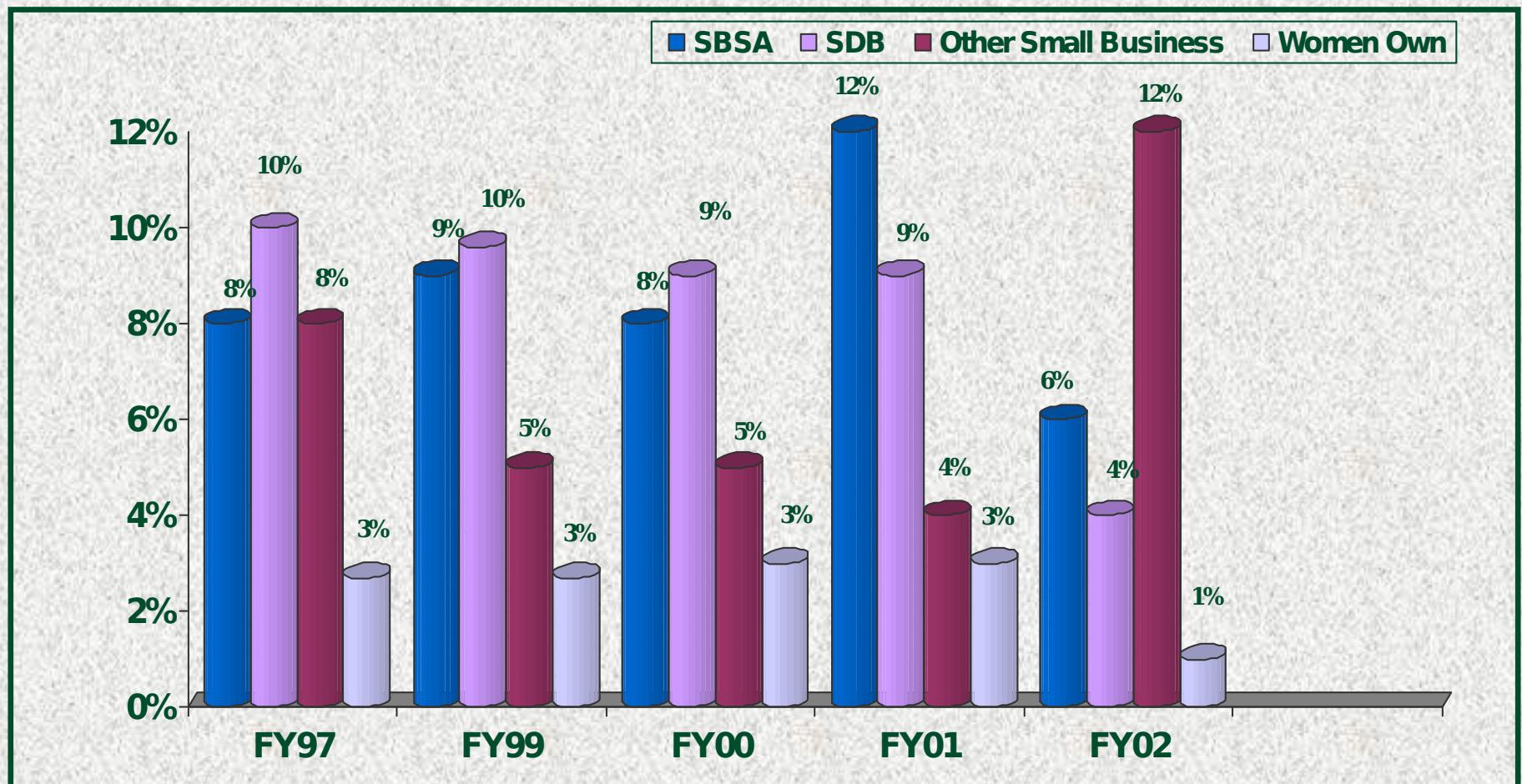


#Actions in Millions

DD1057 for \$25,000 or Less Contracts
DD350 for Over \$25,000 Contracts

\$Obligations in Millions 21

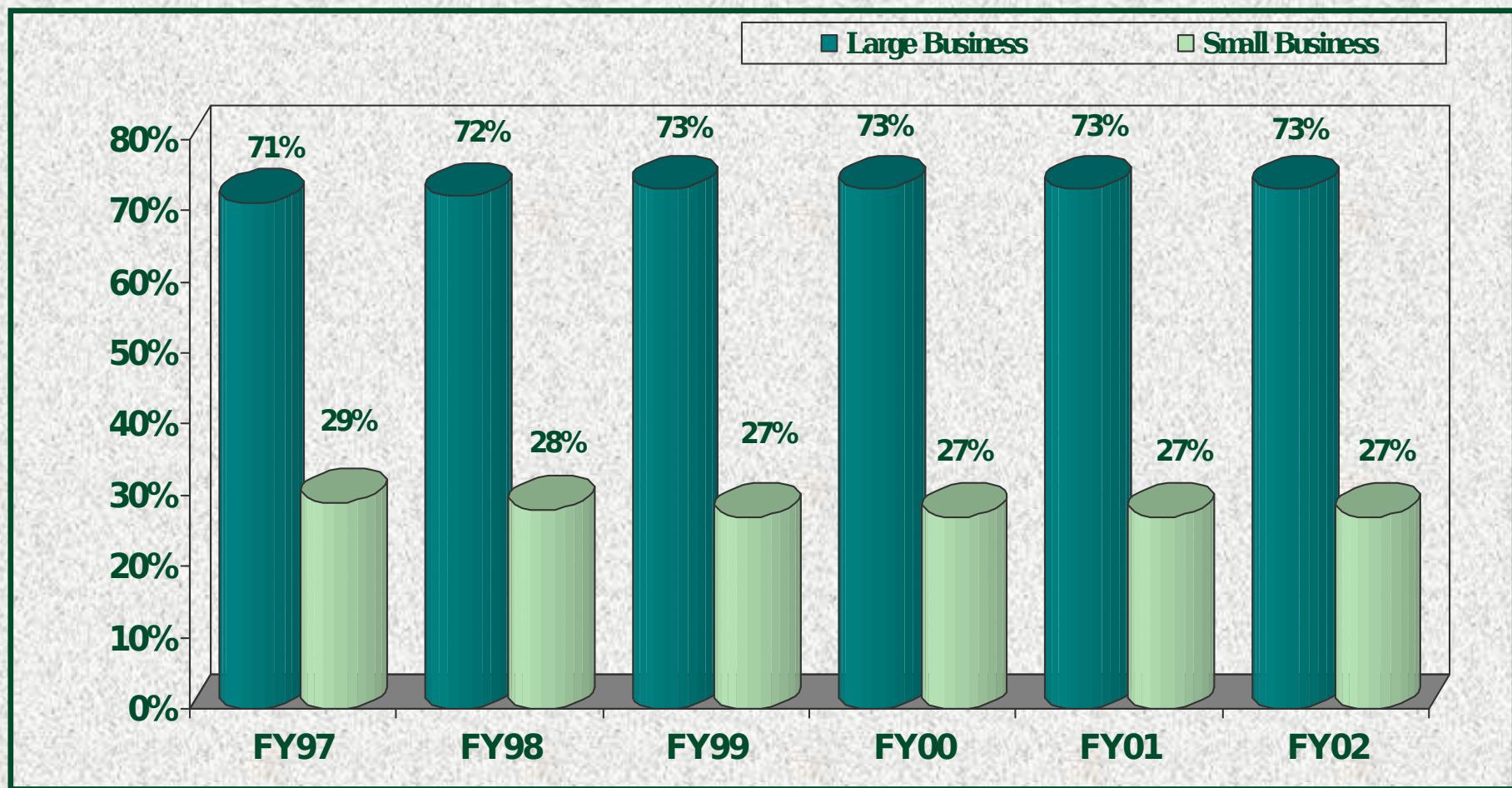
Dollar Percentage By Types of U.S. Small Business Awards By Fiscal Year



Note: Excludes FMS, FSS, & actions with another federal agency and all overseas buys.

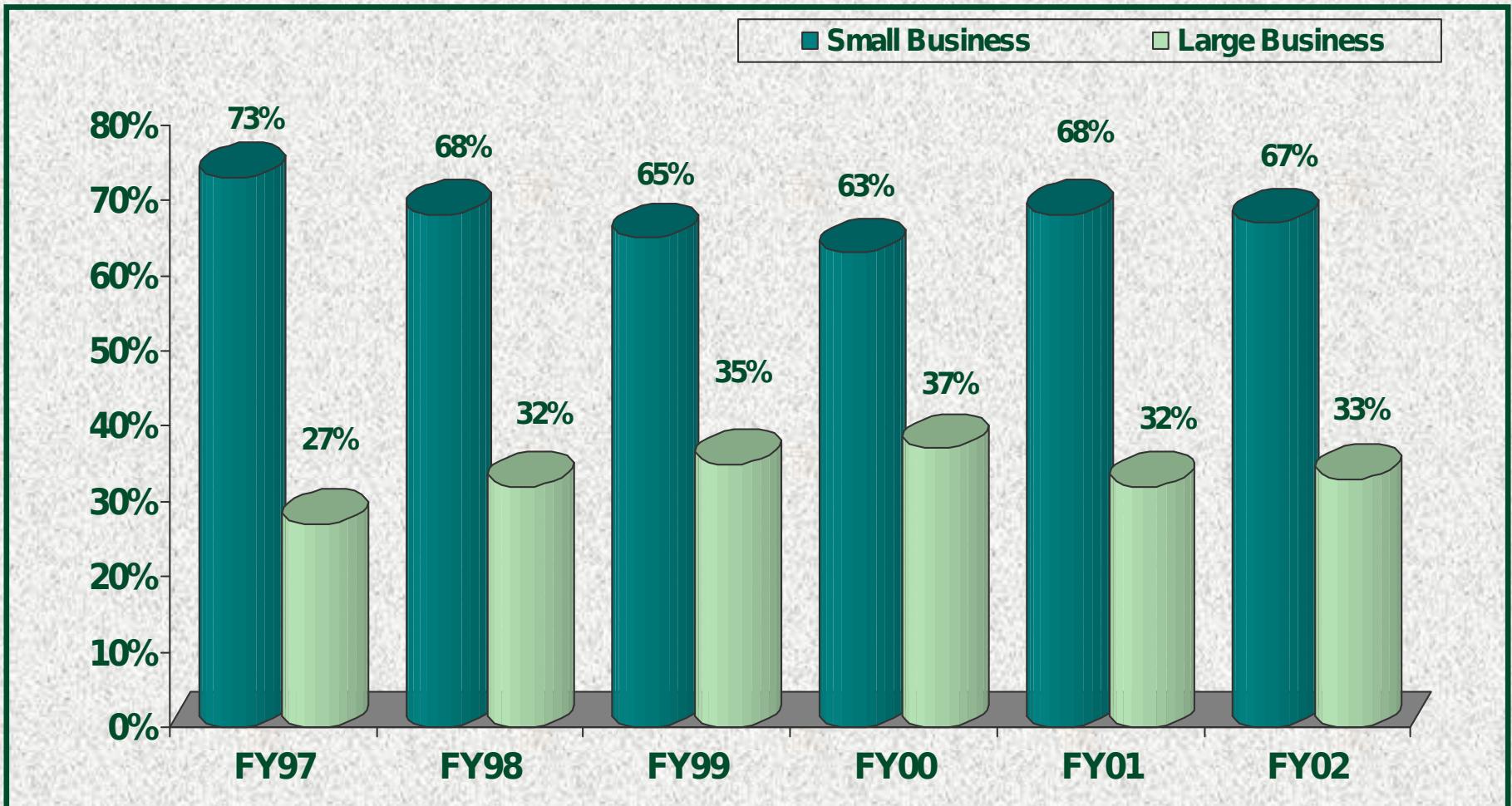
Note: Small Business Set-aside includes Small Purchase Set-aside.

Federal Percentage On U.S. Small vs U.S. Large Business Awards By Fiscal Year



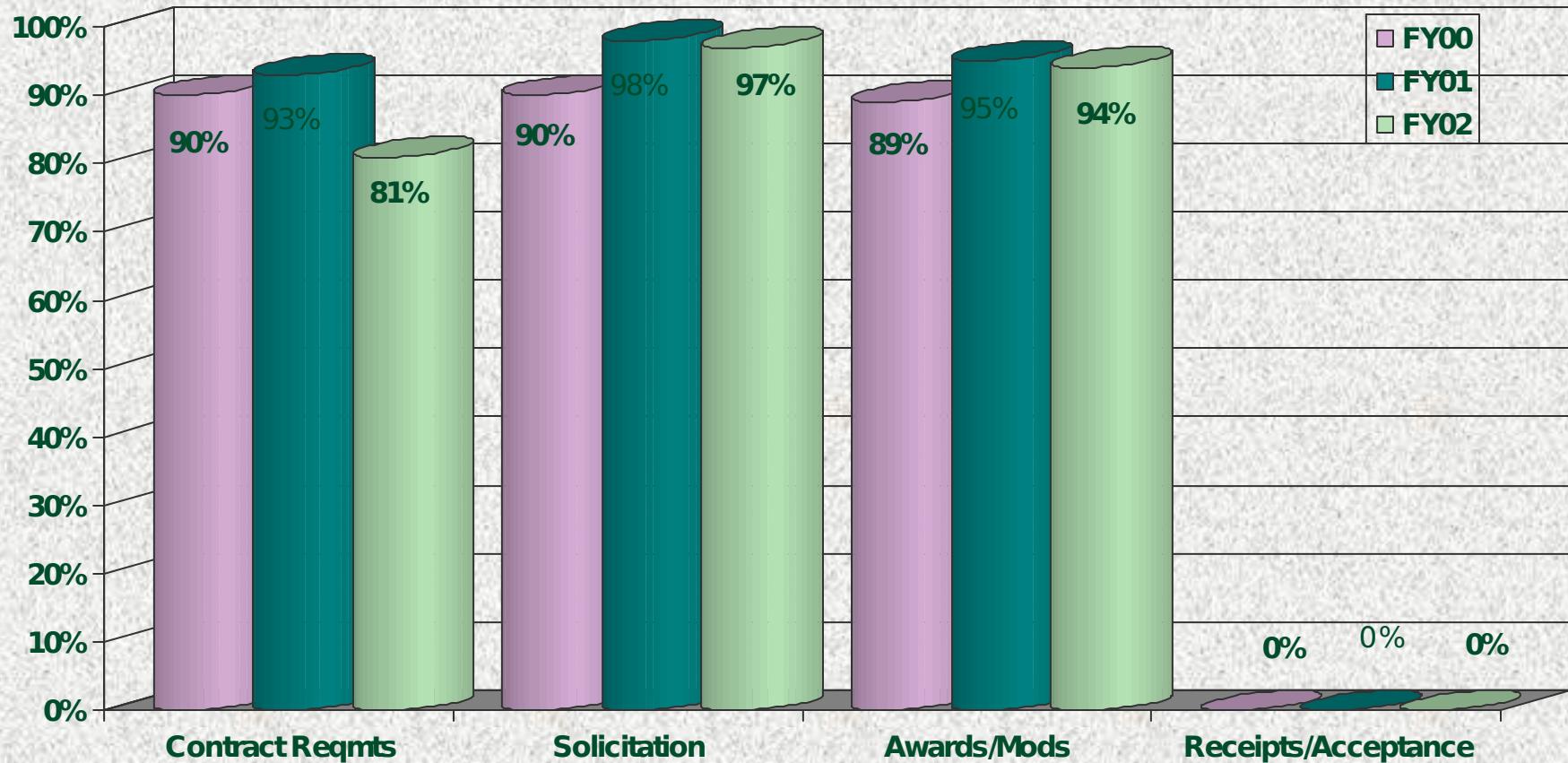
Note: Excludes FMS, FSS, & actions with another federal agency and all overseas buys.
Note: Small Business Set-aside includes Small Purchase Set-aside.

Percentage of ODA Small vs ODA Large Business Actions By Fiscal Year

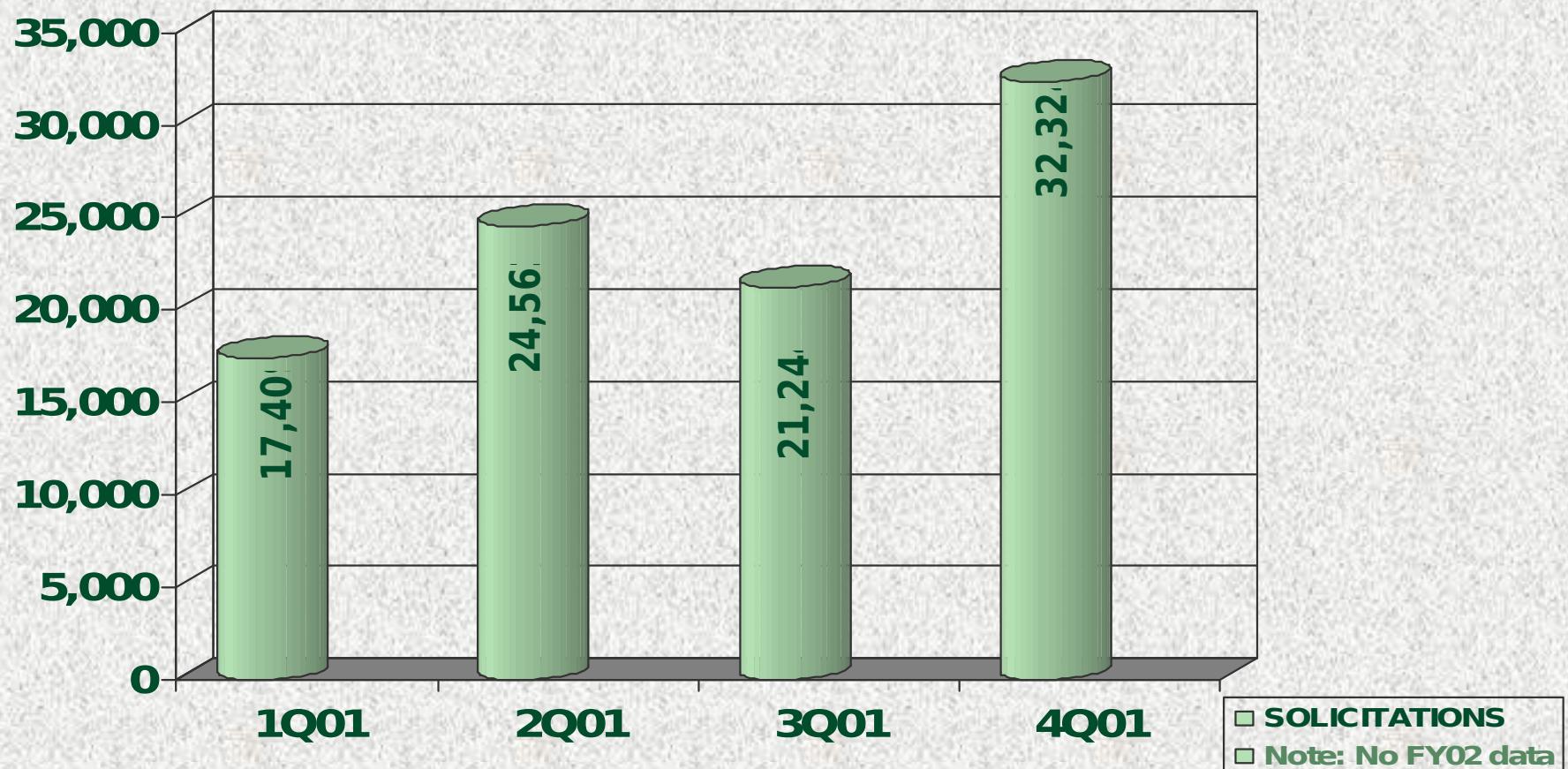


Note: Excludes Other Defense Agencies (ODA's)

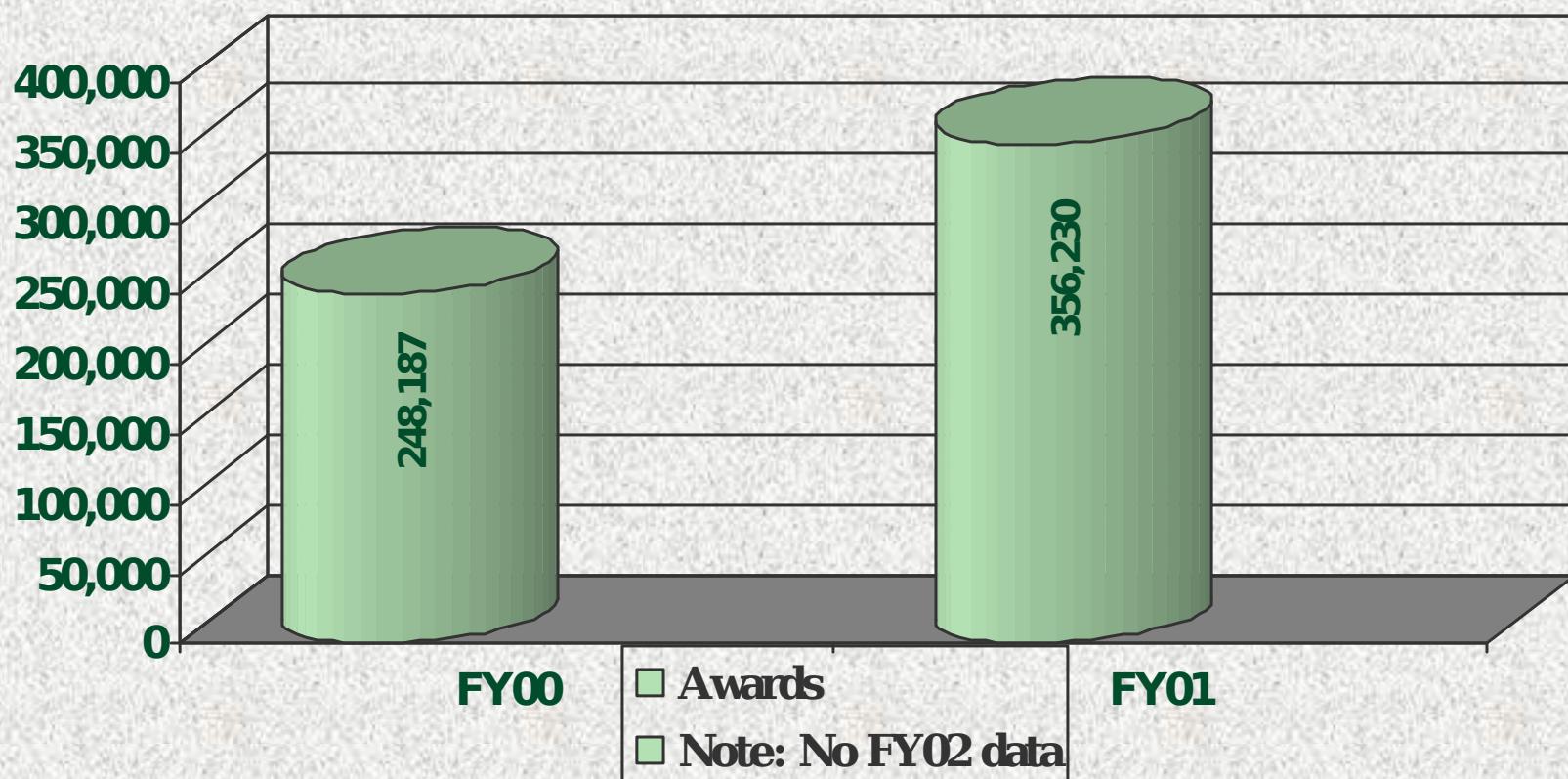
Percentages On Overall Army Paperless Contracting



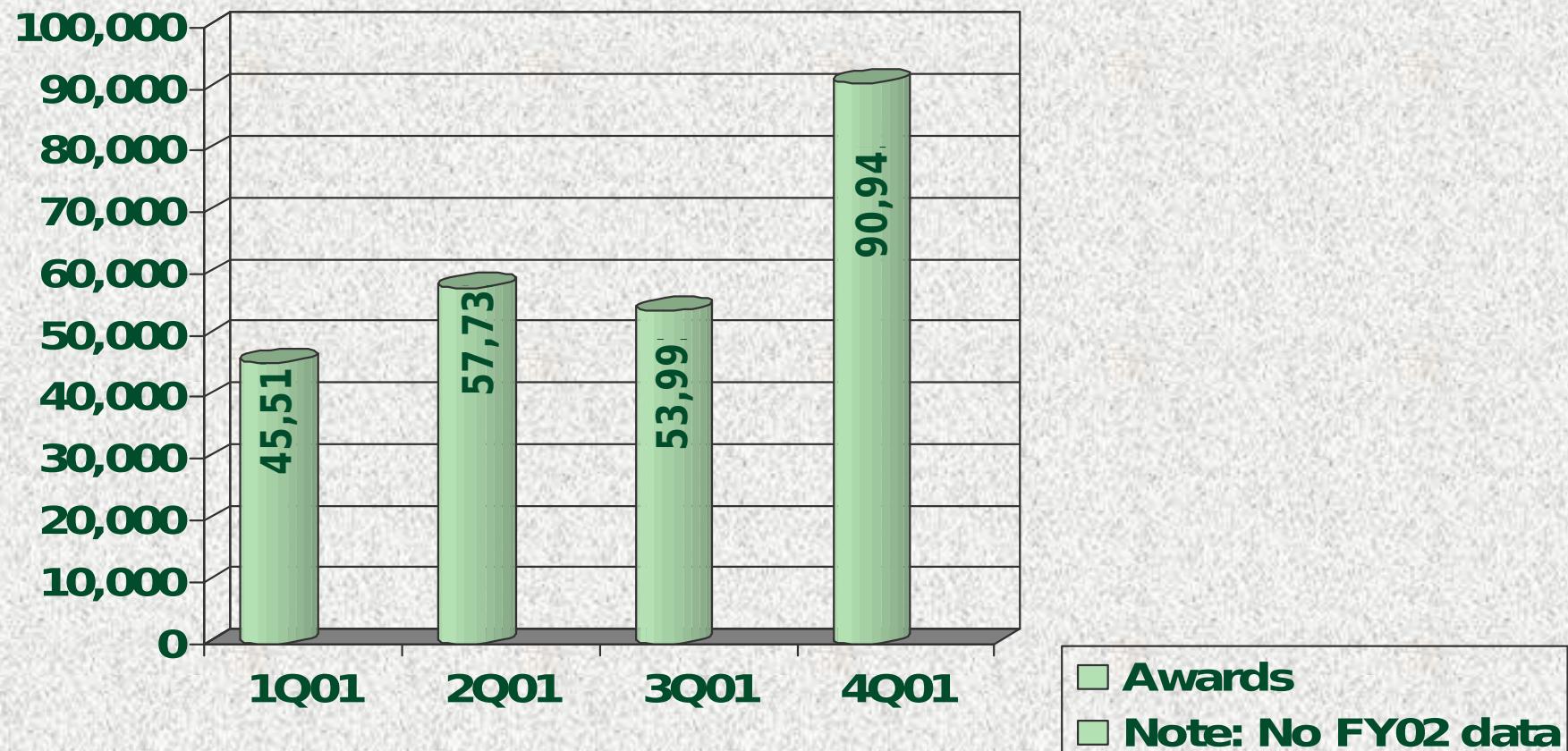
FY01 NUMBER OF ELECTRONIC SOLICITATIONS



NUMBER OF ELECTRONIC AWARDS



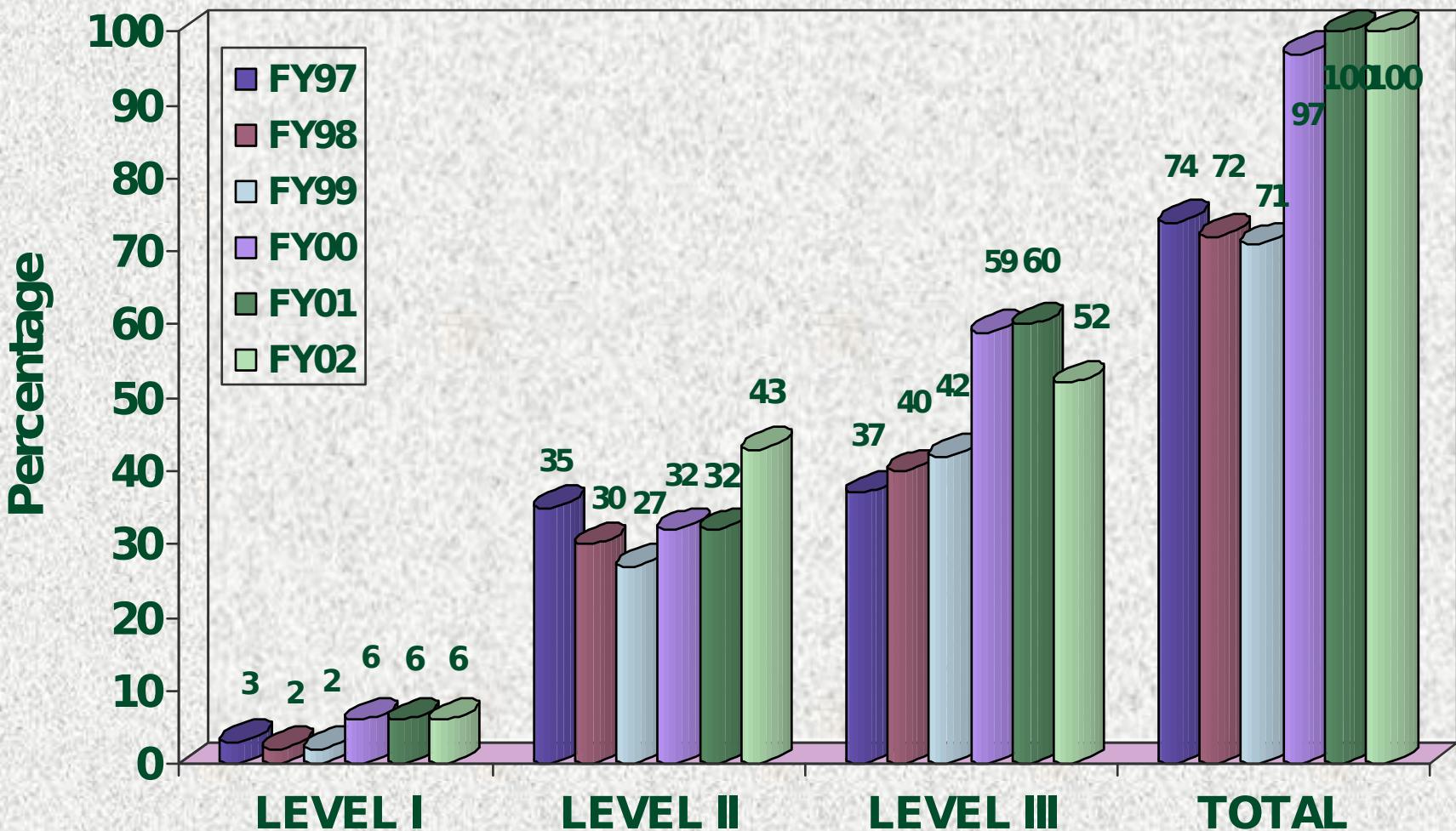
FY01 NUMBER OF ELECTRONIC AWARDS



Army Procurement Competition Report

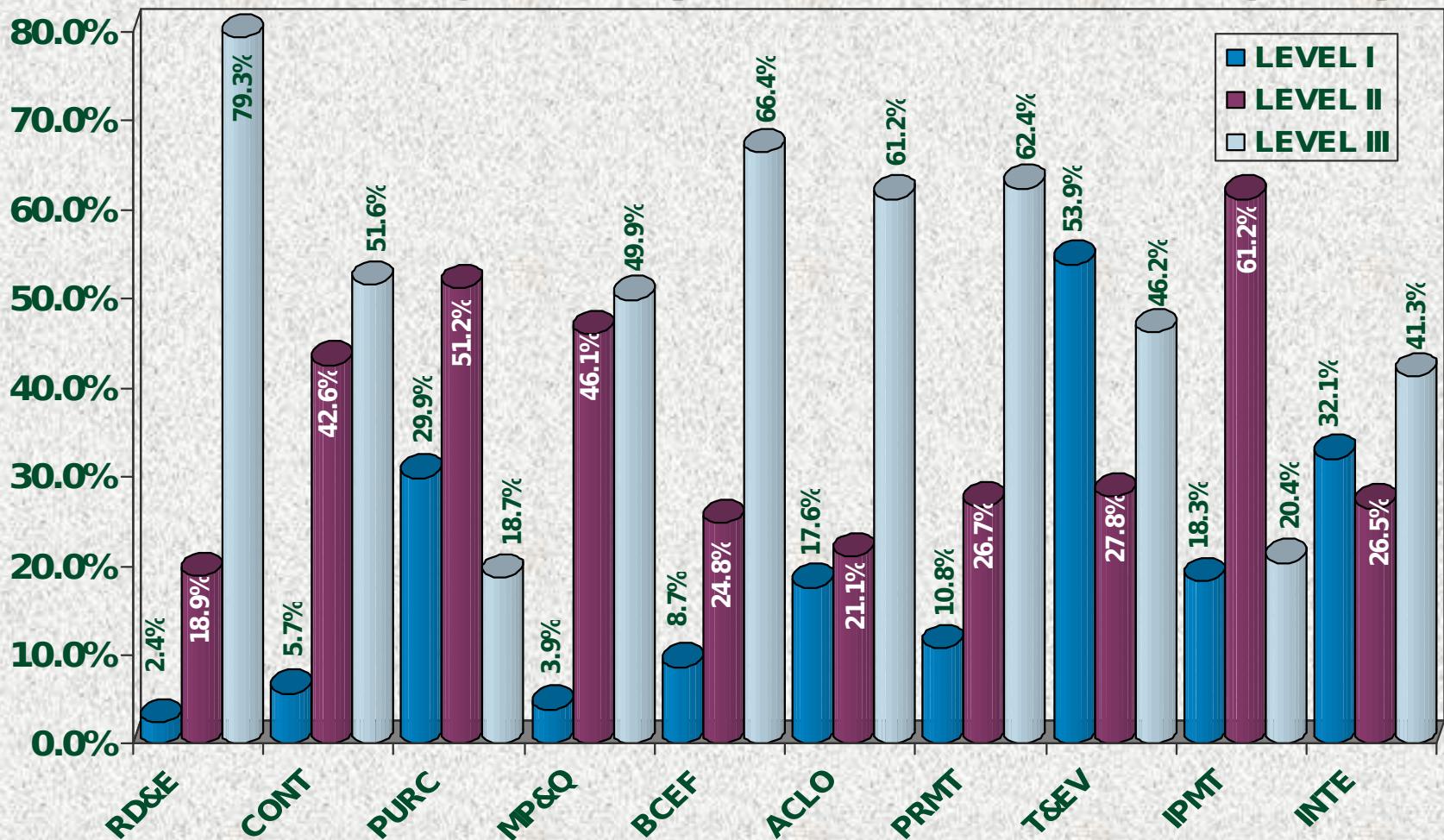


Total Overall Percentages on DAWIA Certification by Fiscal Year



FY02 DAWIA Certification

Percentages by Career Category

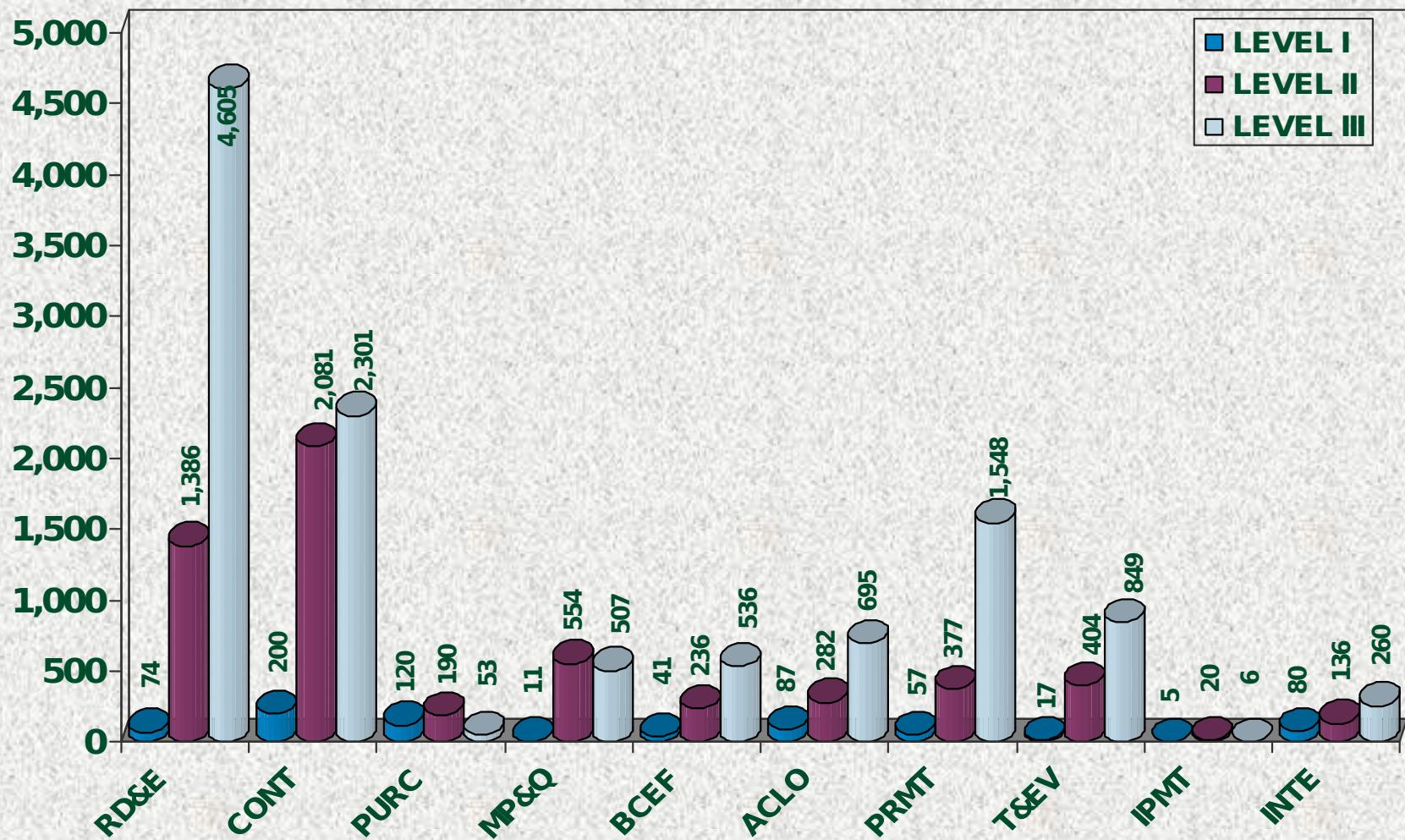


* BCEF - Business Cost Estimation and Finance Management

* RD&E - System Planning, Research, Development and Engineering

* Includes civilian and military (51s)

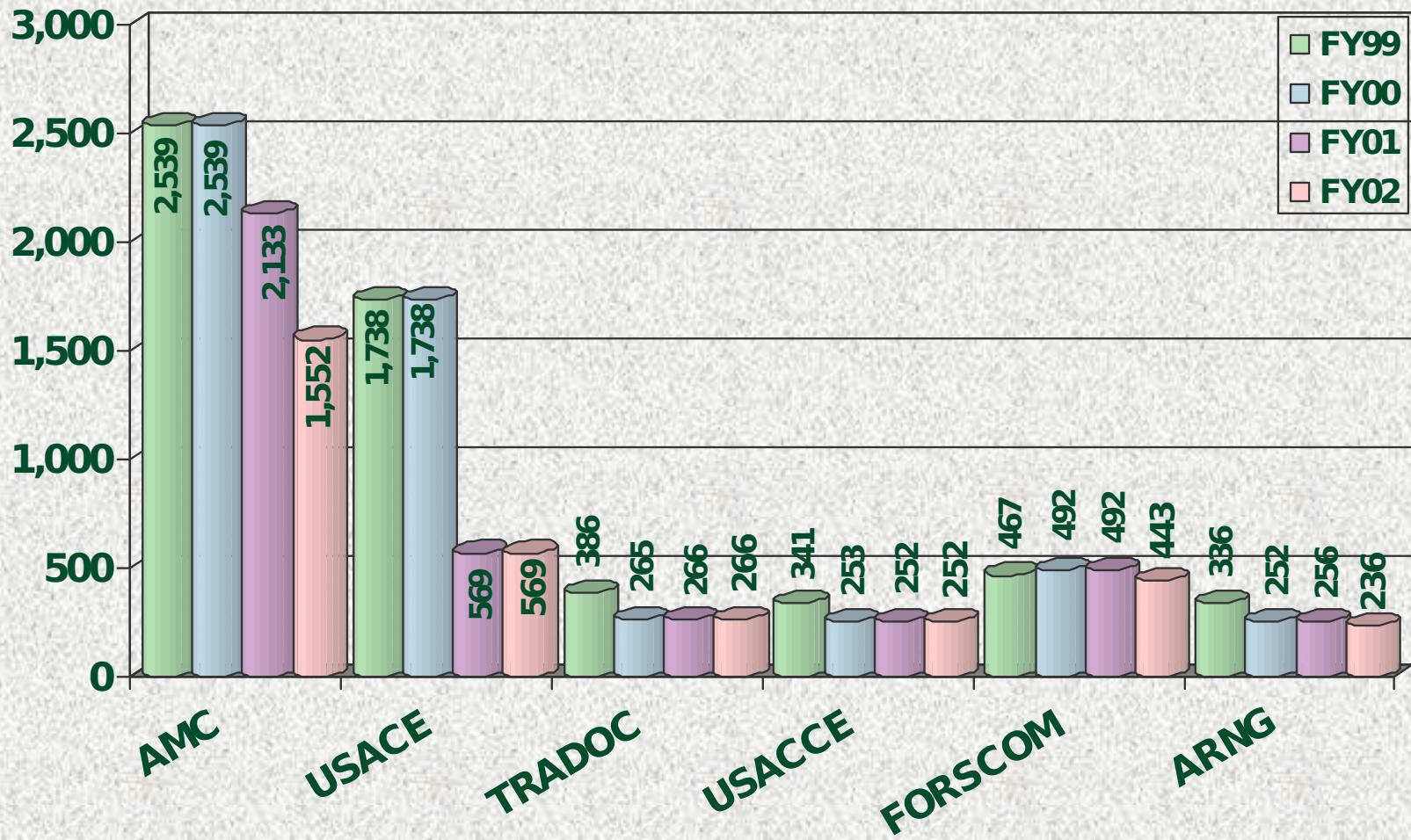
FY02 DAWIA Certification by Career



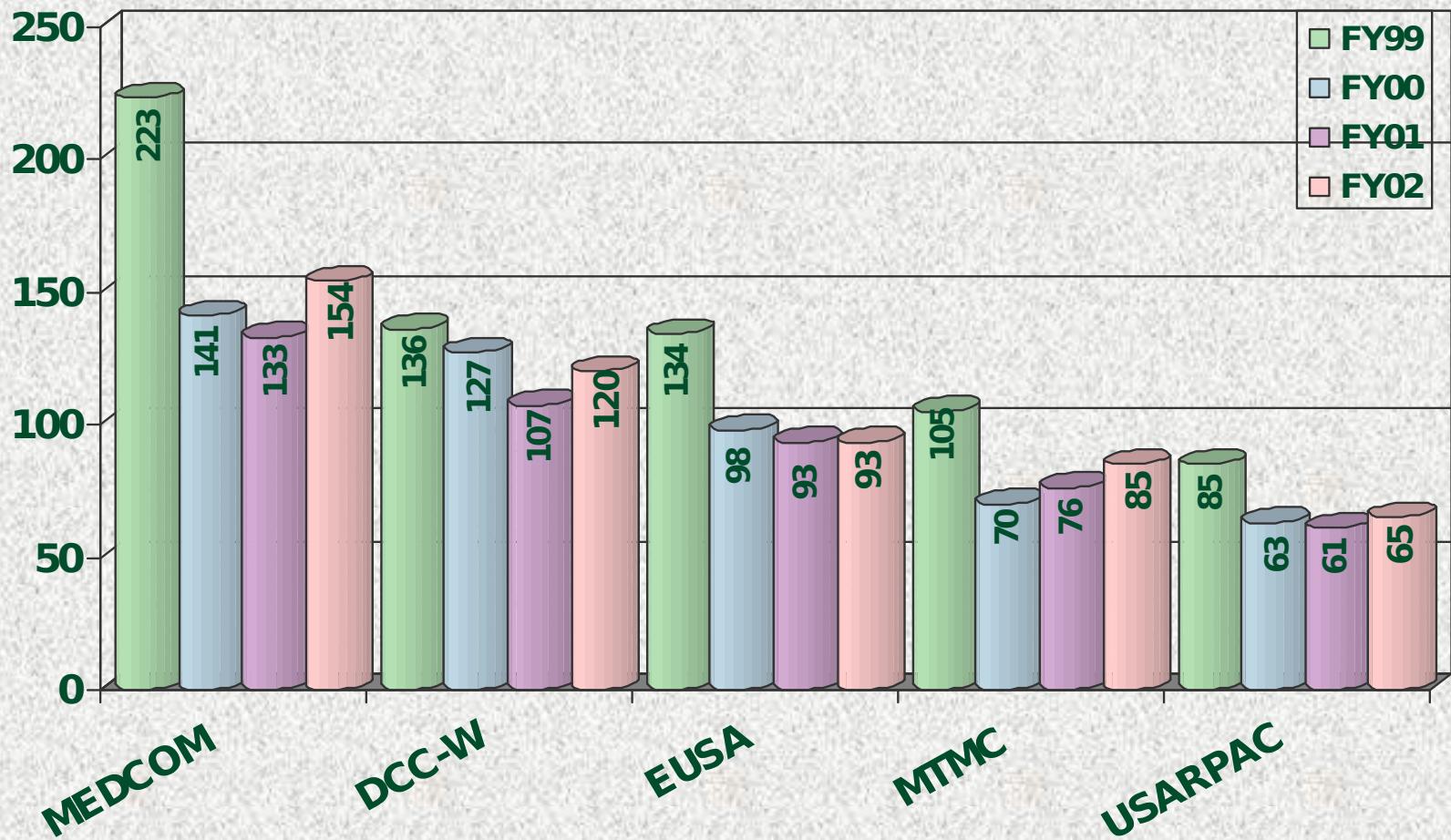
* BCEF - Business Cost Estimation and Finance Management

* RD&E - System Planning, Research, Development and Engineering

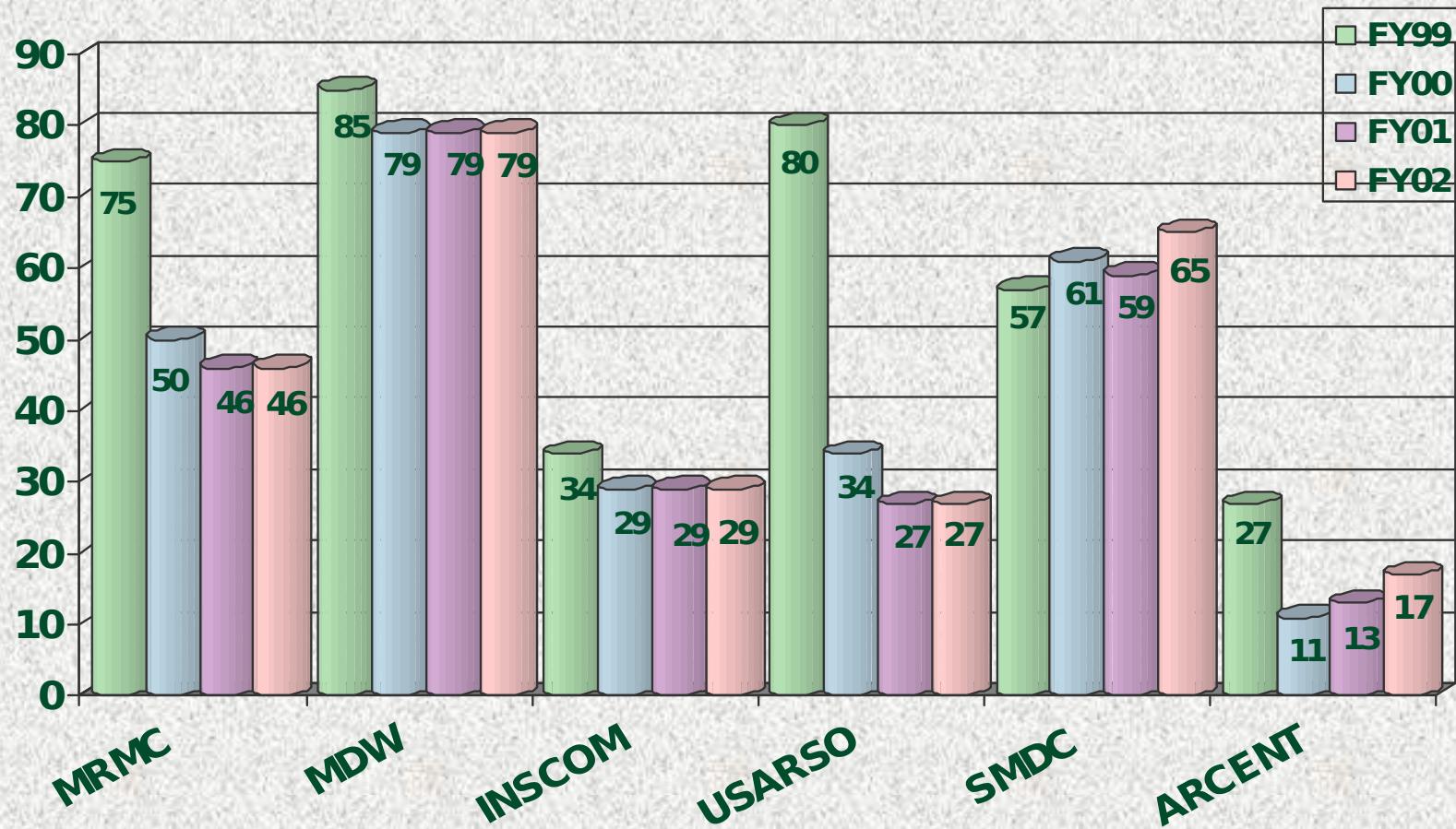
FY99-FY02 Army Contracting Personnel by MACOM



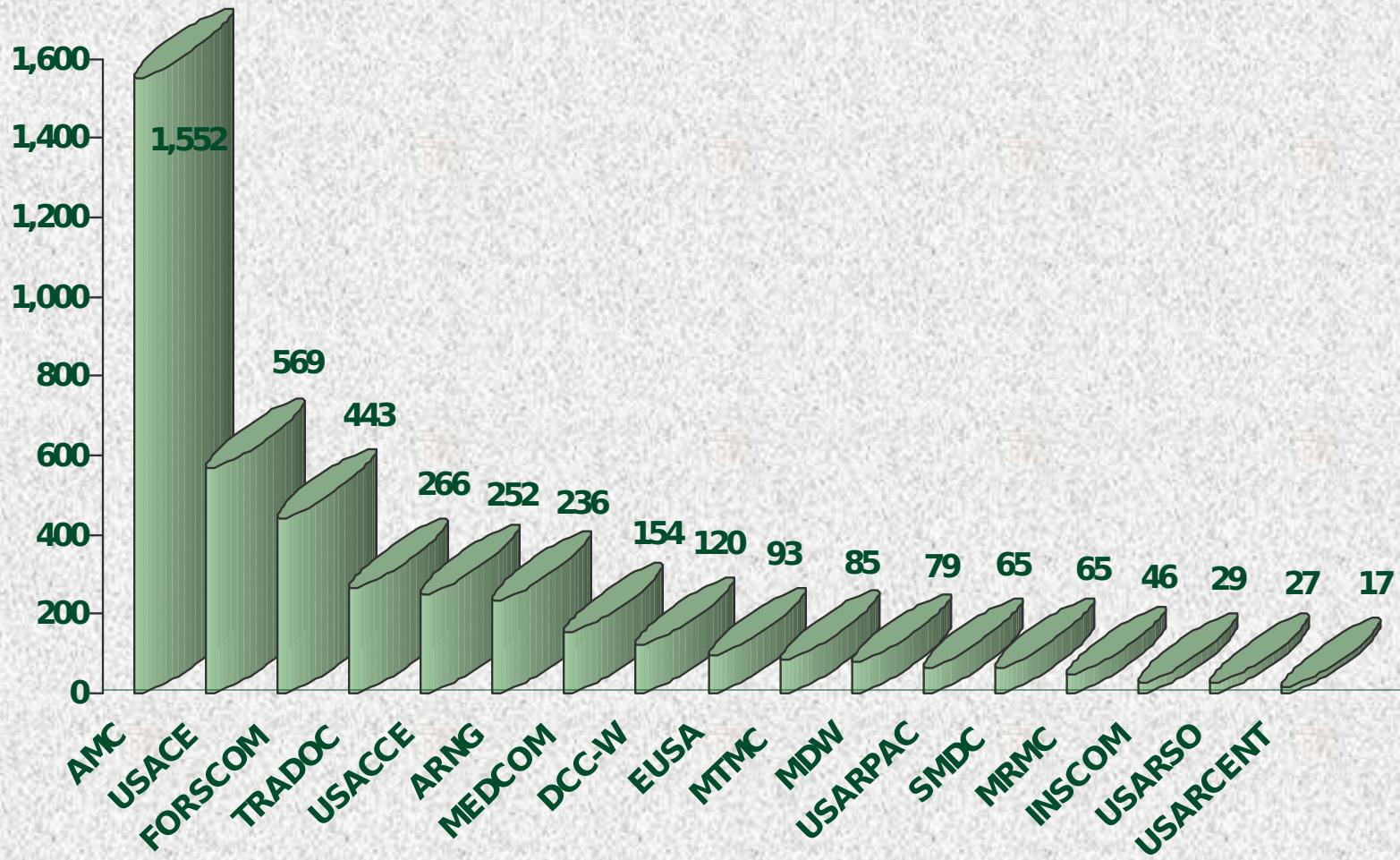
FY99-FY02 Army Contracting Personnel by MACOM (Con't)



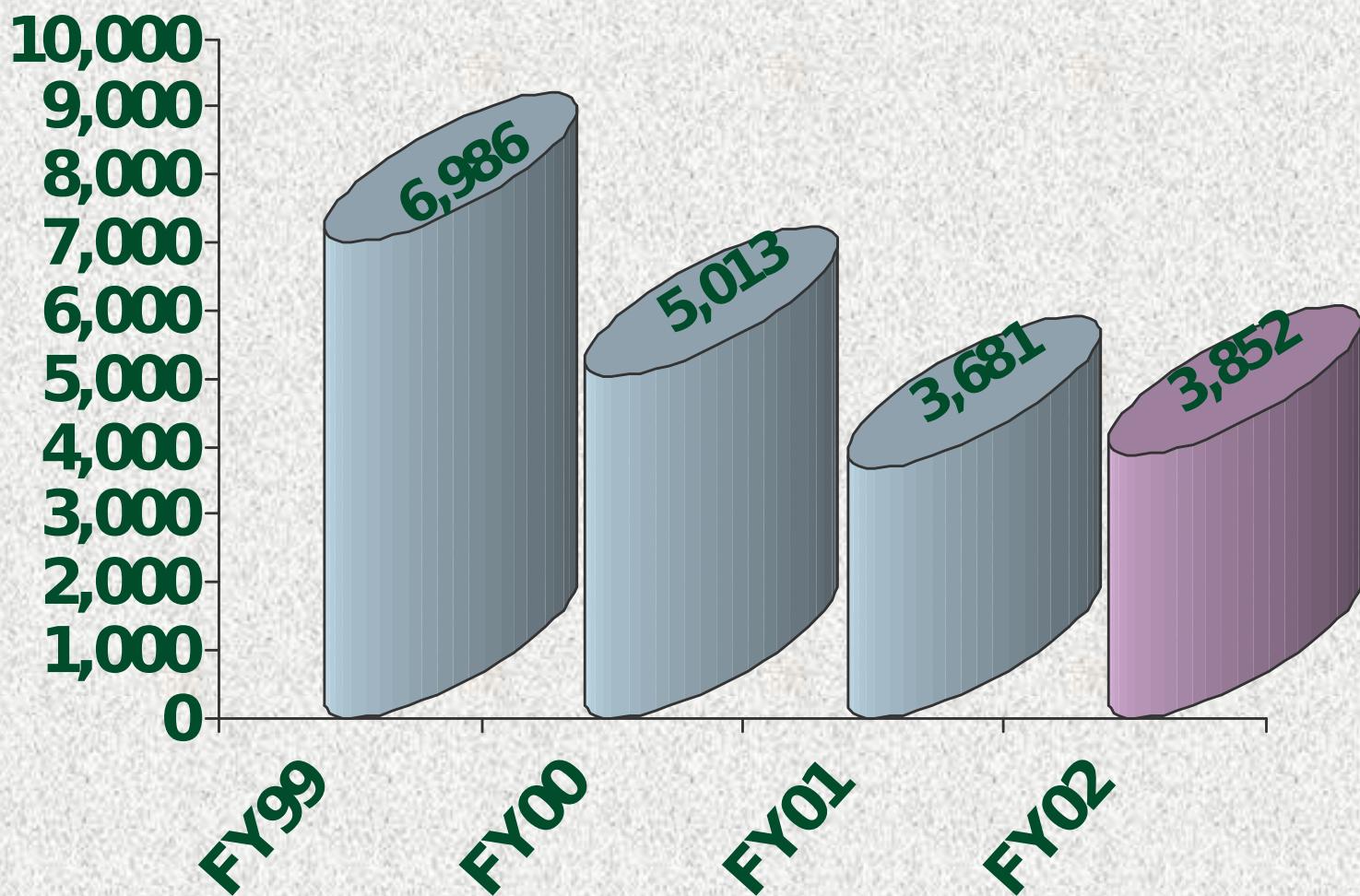
FY99-FY02 Army Contracting Personnel by MACOM (Con't)



FY02 Army Contracting TDA by MACOM

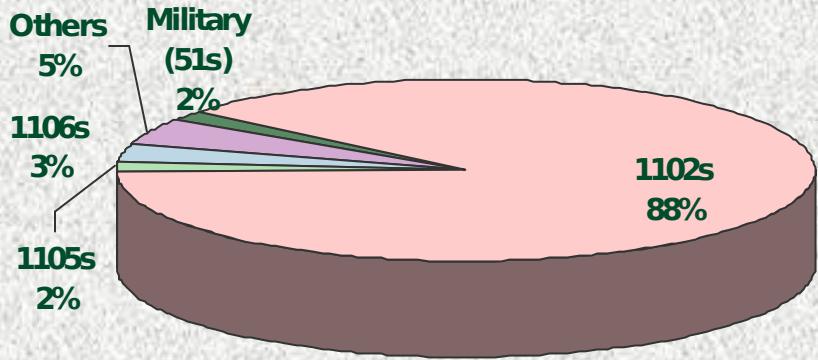


Army Contracting Personnel Trend

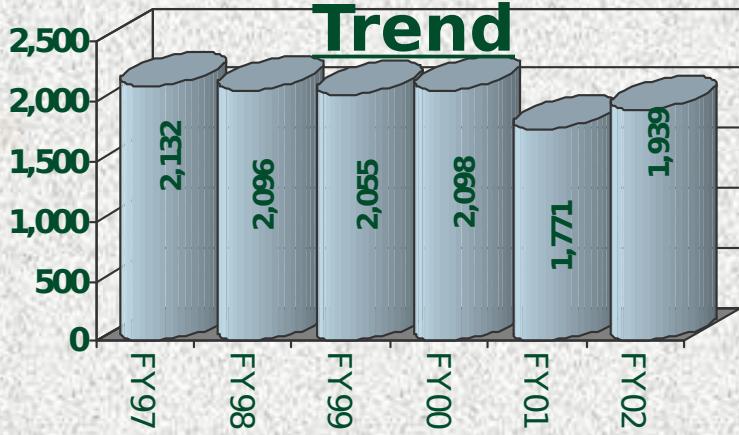


AMC Contracting TDA Trends

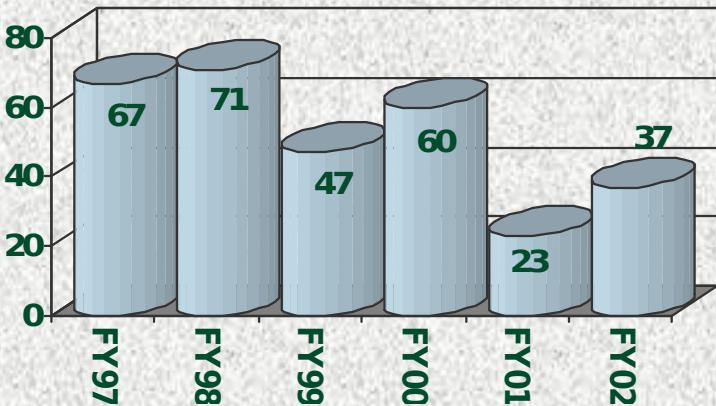
Contracting TDA



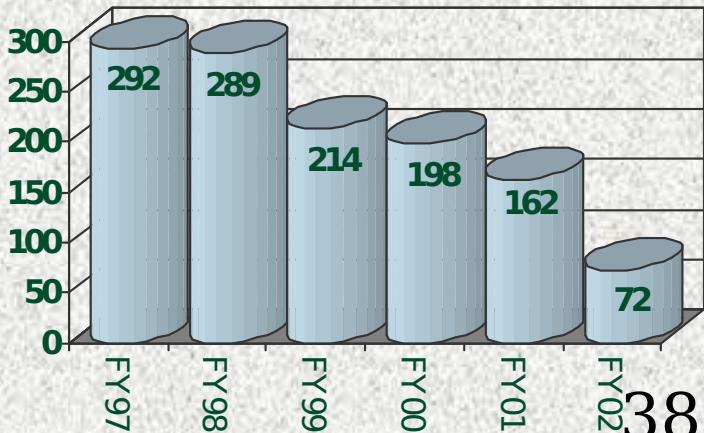
1102s TDA Trend



1105s TDA Trend

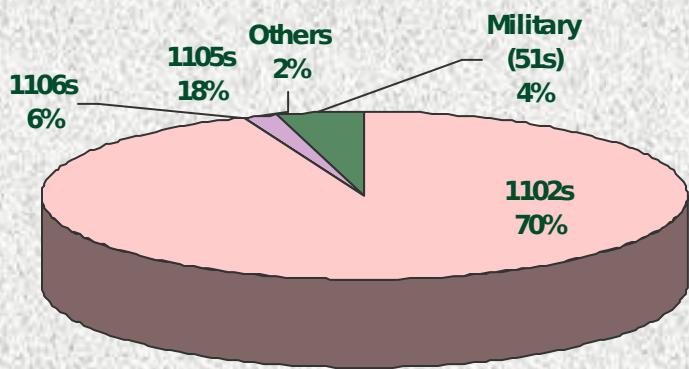


1106s TDA Trend

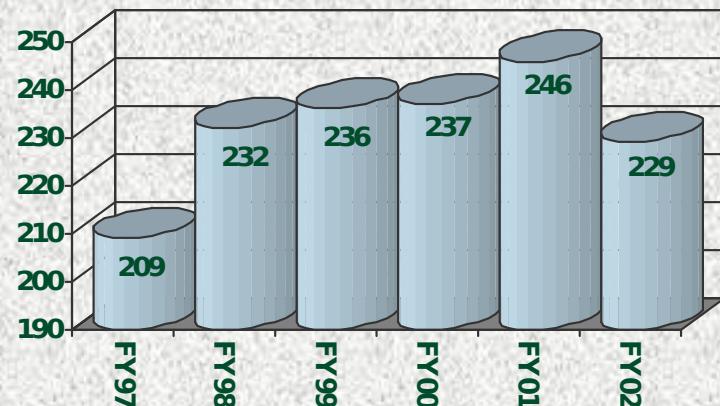


ARNG Contracting TDA

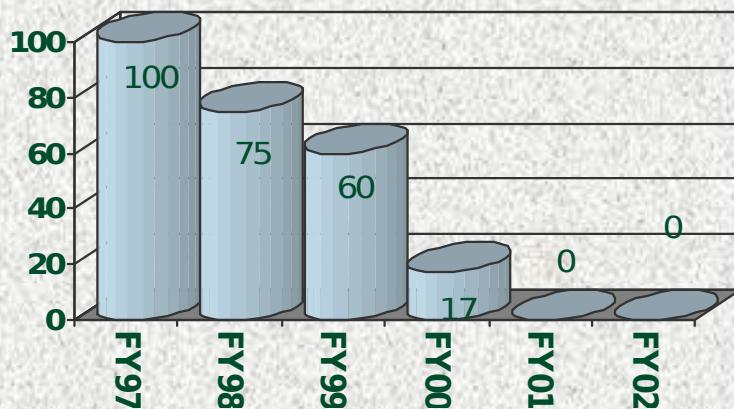
Contracting Trends



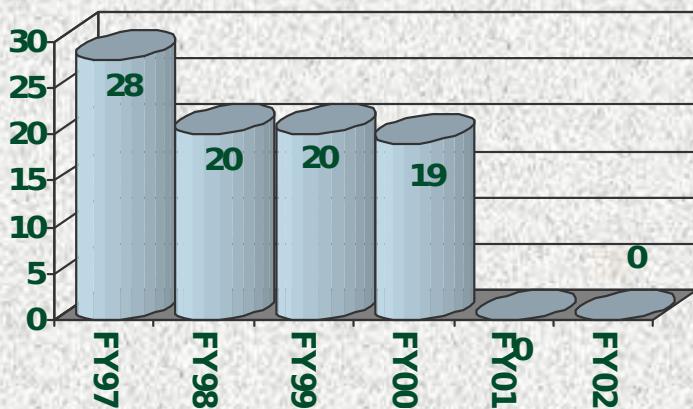
1102 TDA Trend



1105 TDA Trend

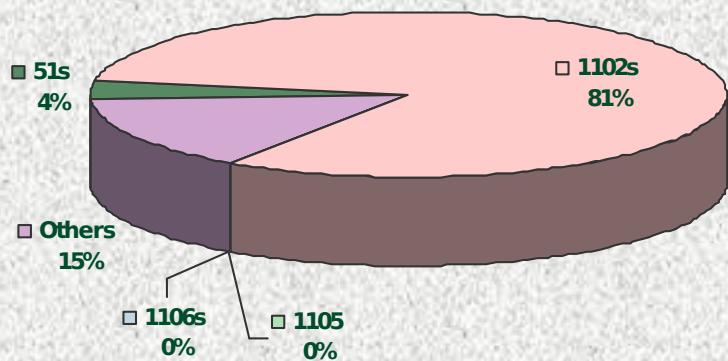


1106 TDA Trend

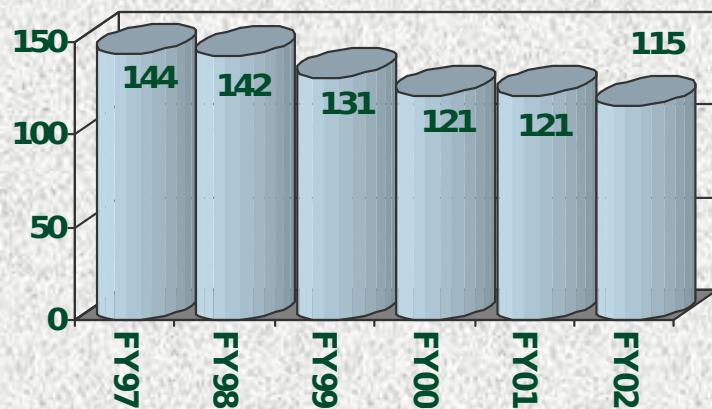


DCC-W Contracting Trends

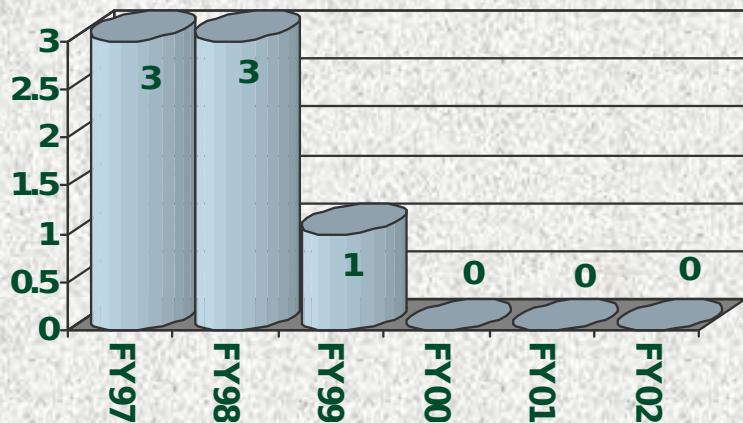
Contracting TDA



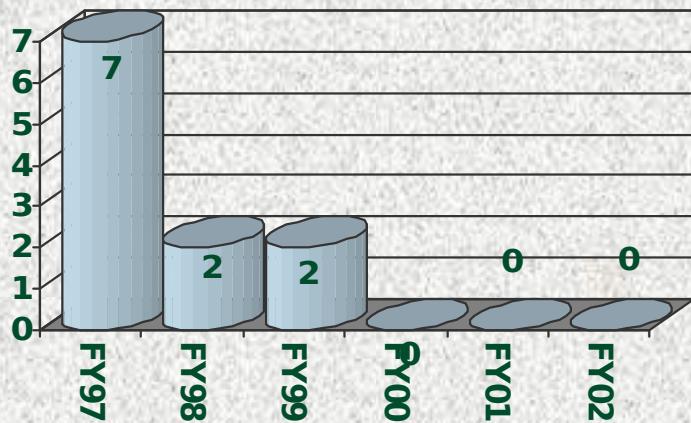
1102 TDA Trend



1105 TDA Trend



1106 TDA Trend

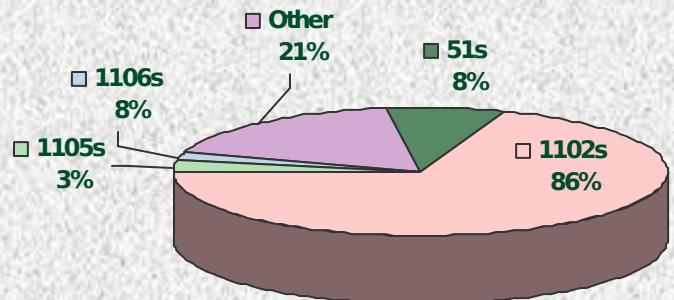


EUSA Contracting TDA

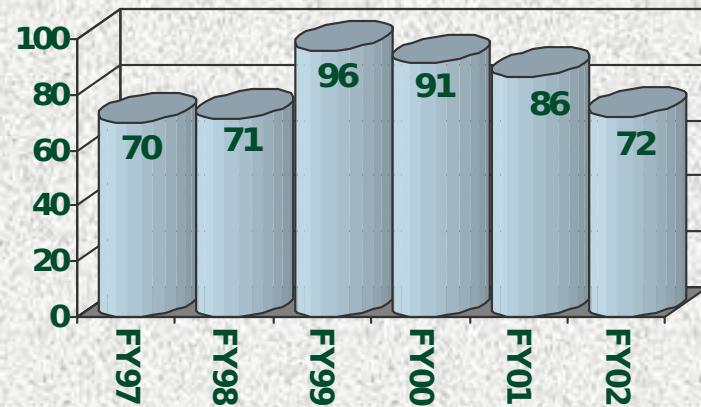
Trends

Contracting

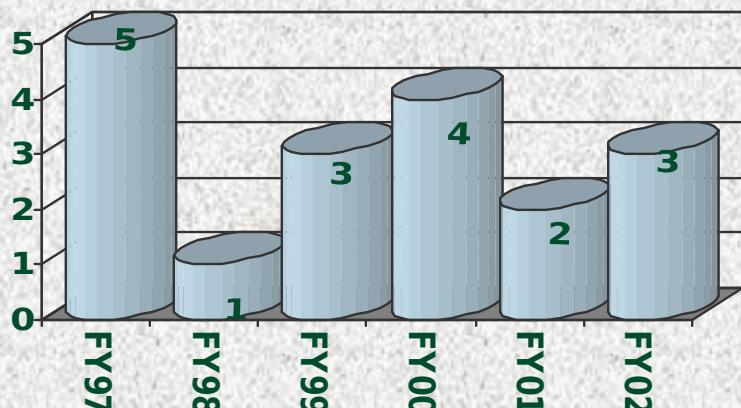
TDA



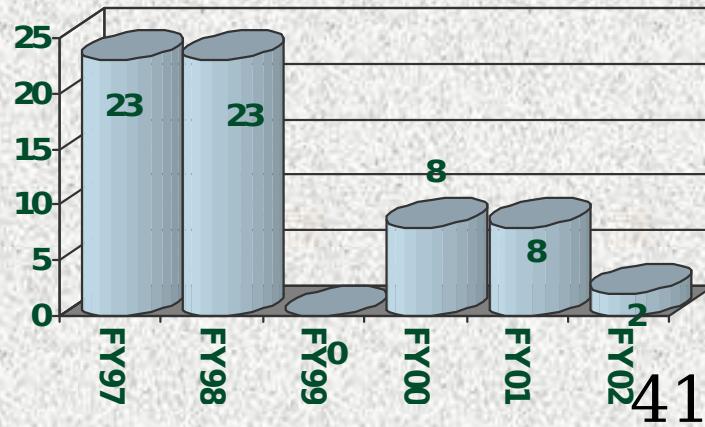
1102 TDA Trend



1105 TDA Trend

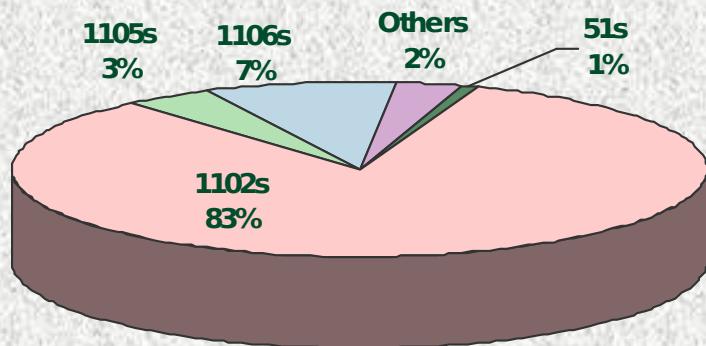


1106 TDA Trend

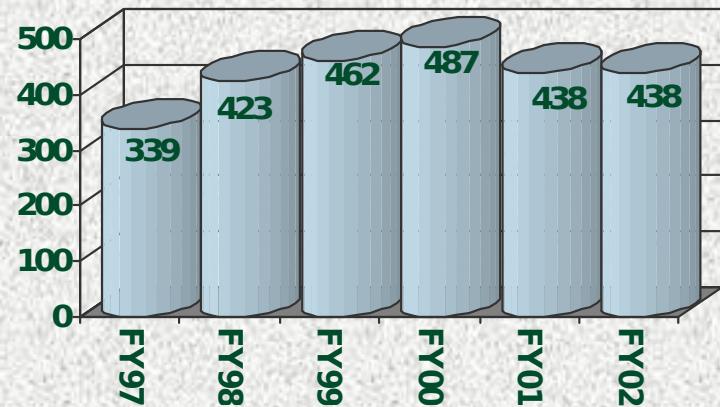


FORSCOM Contracting TDA

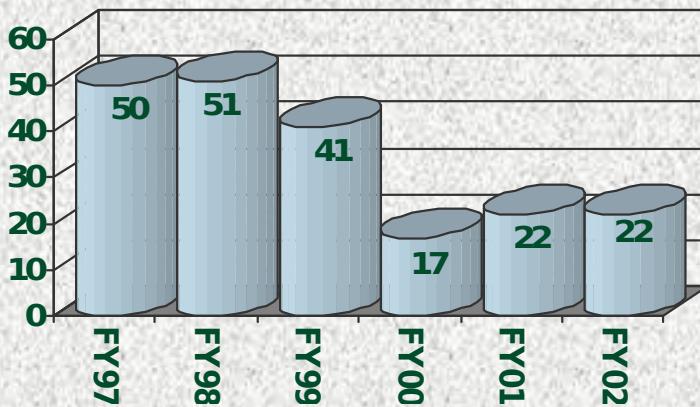
Trends Contracting TDA



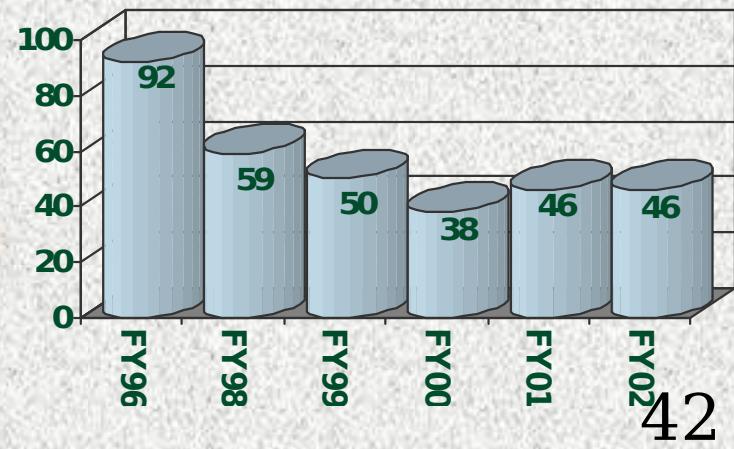
1102 TDA Trend



1105 TDA Trend

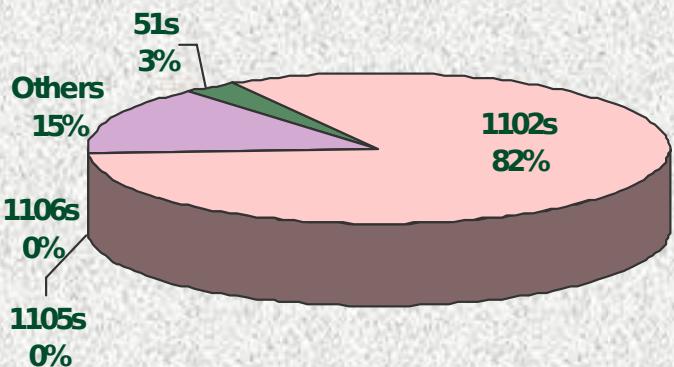


1106 TDA Trend

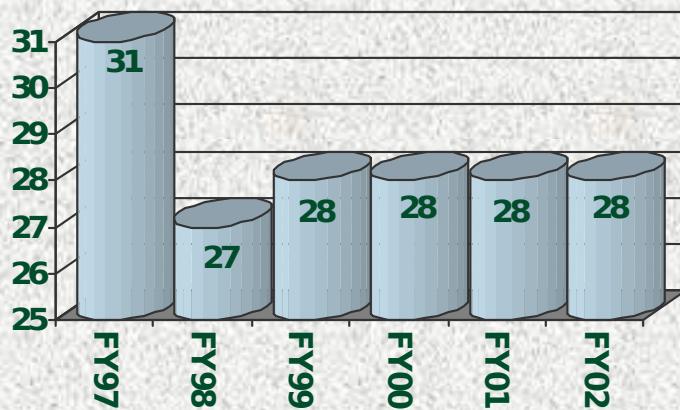


INSCOM Contracting TDA Trends

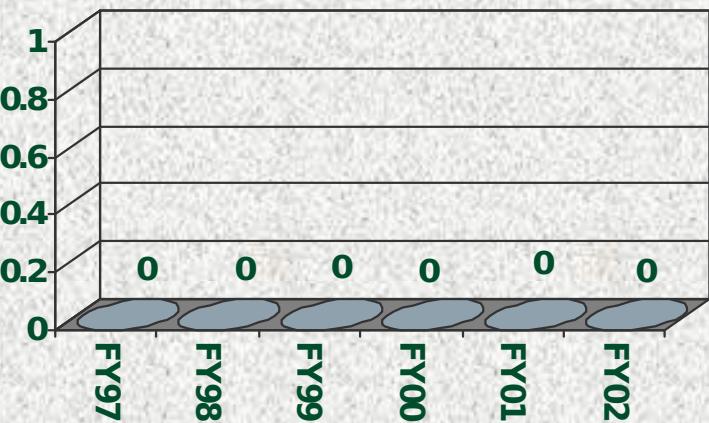
Contracting TDA



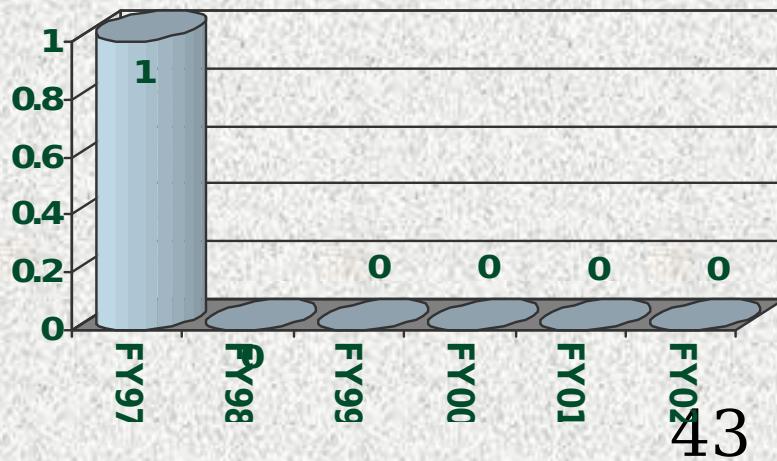
1102s TDA Trend



1105s TDA Trend

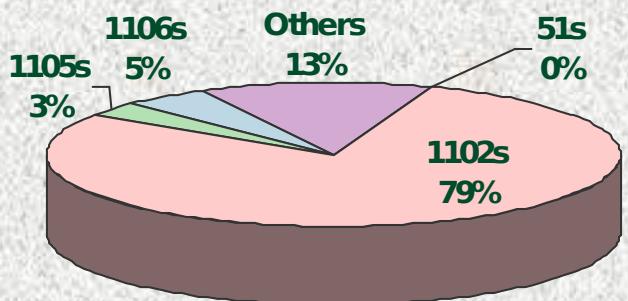


1106s TDA Trend

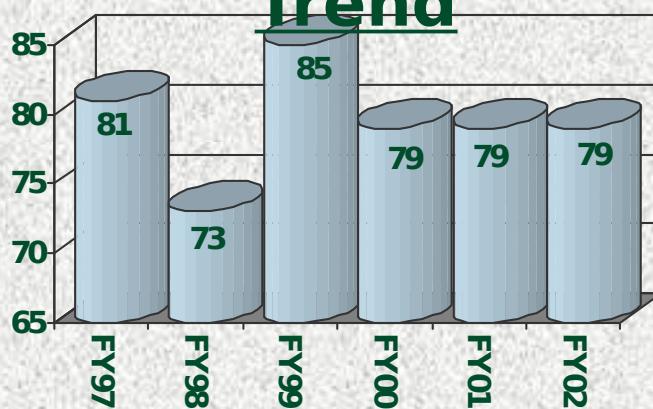


MDW Contracting TDA Trends

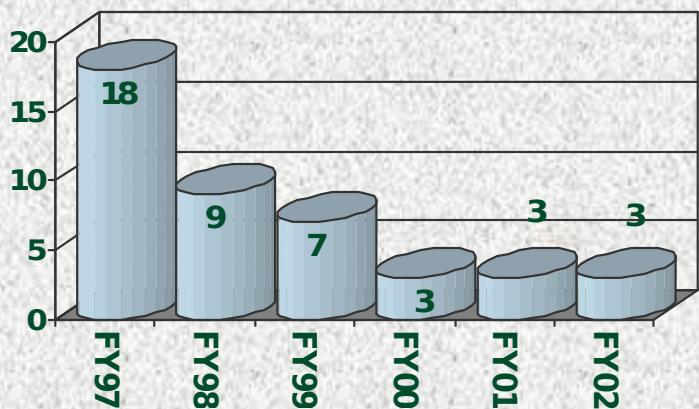
Contracting TDA



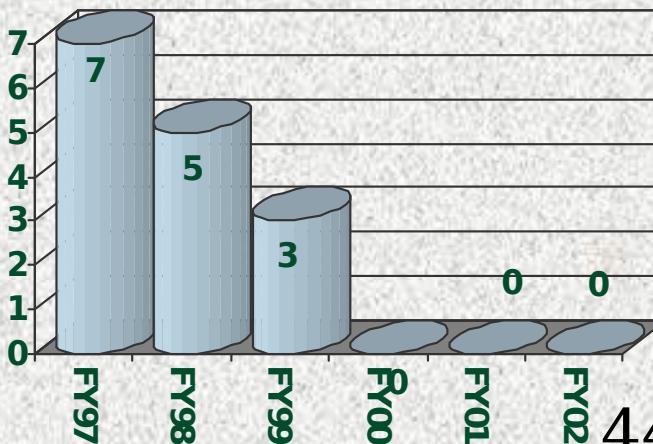
1102 TDA Trend



1105 TDA Trend

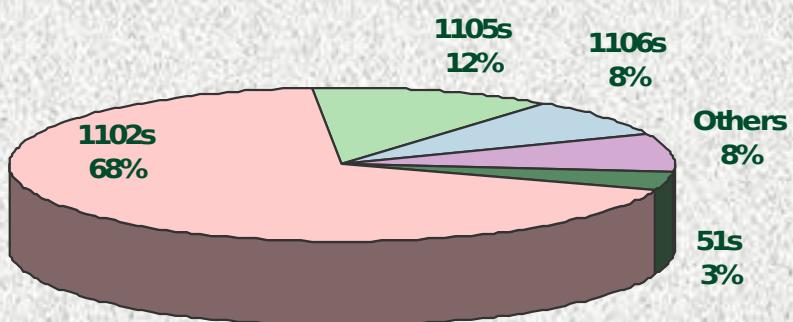


1106 TDA Trend

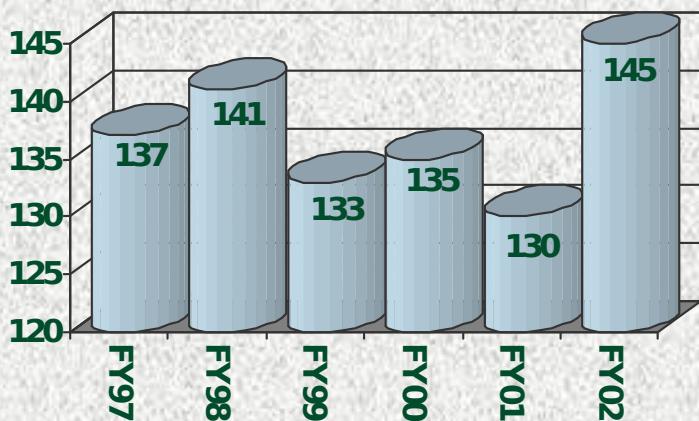


Trends

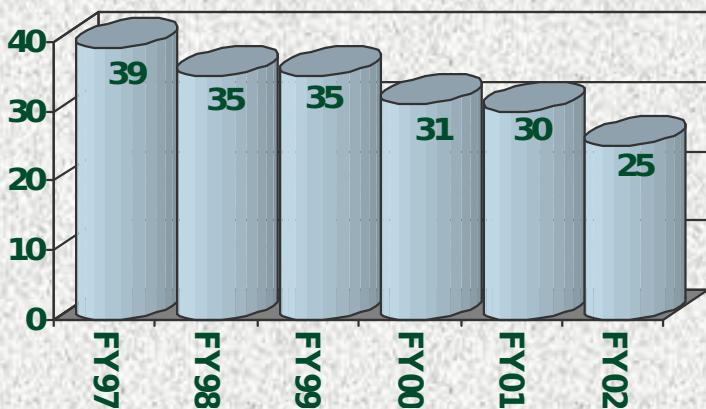
Contracting TDA



1102 TDA Trend



1105 TDA Trend

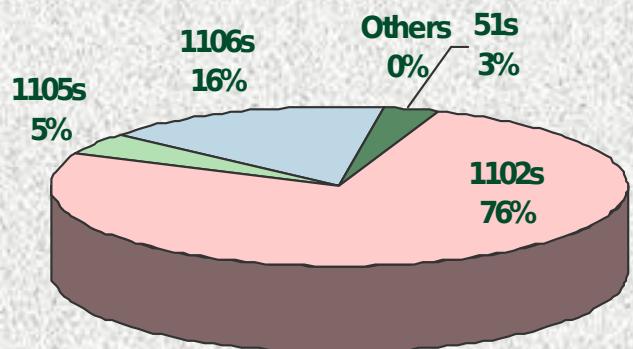


1106 TDA Trend

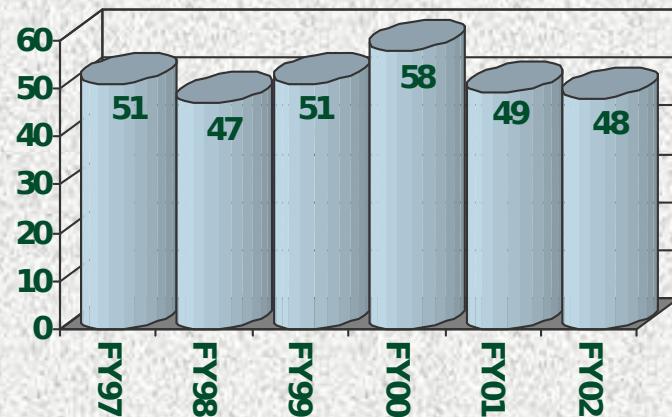


MRAA Contracting TDA Trends

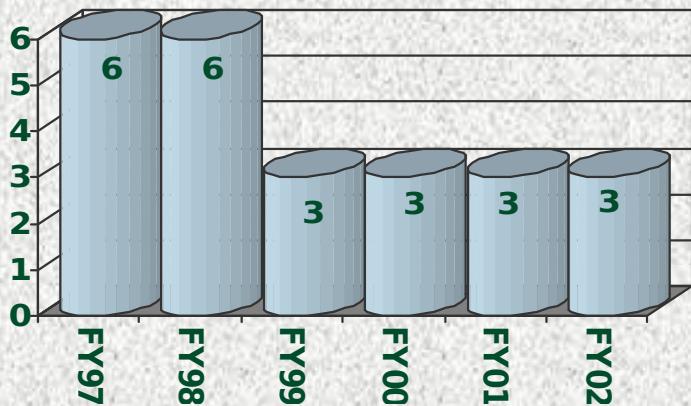
Contracting TDA



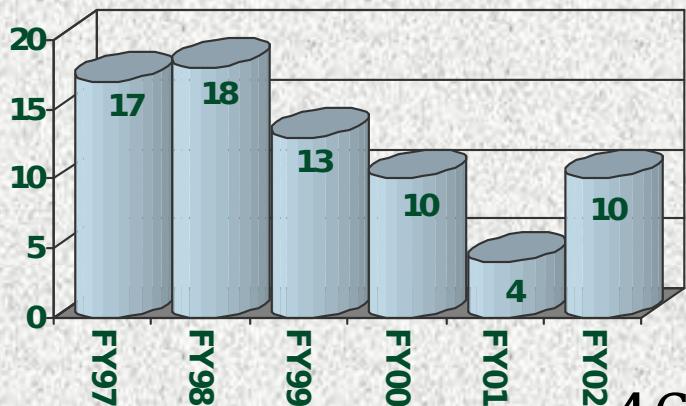
1102 TDA Trend



1105 TDA Trend

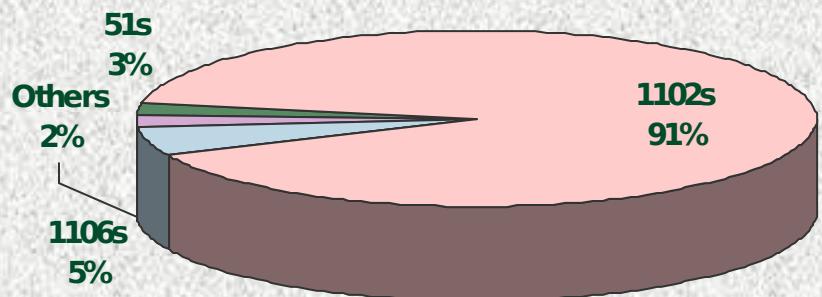


1106 TDA Trend

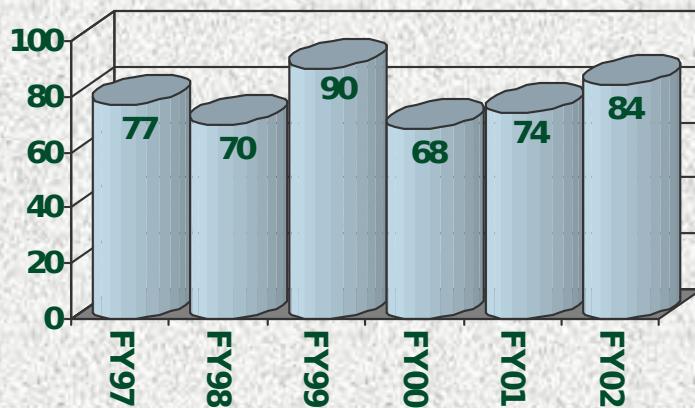


MITMC Contracting TDA Trends

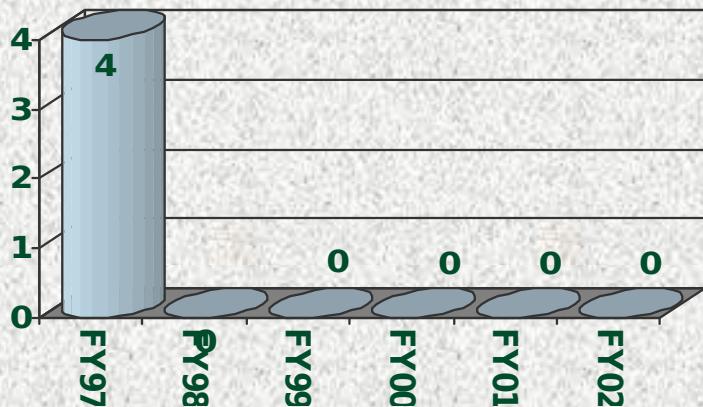
Contracting TDA



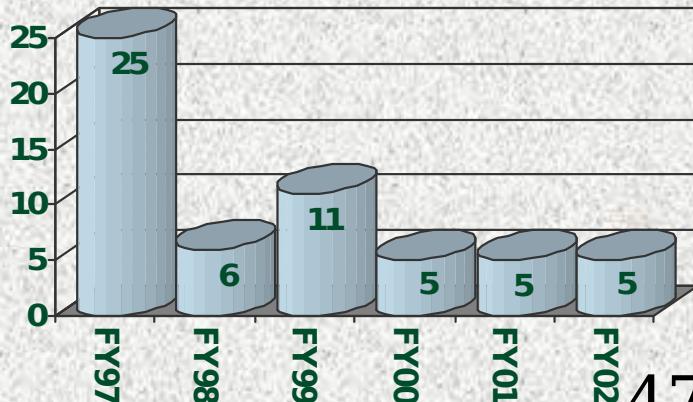
1102 TDA Trend



1105 TDA Trend

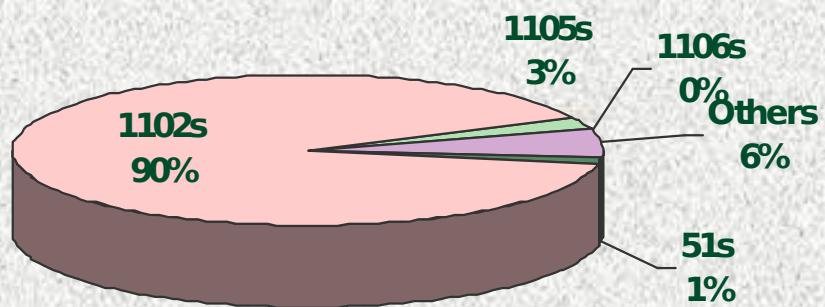


1106 TDA Trend

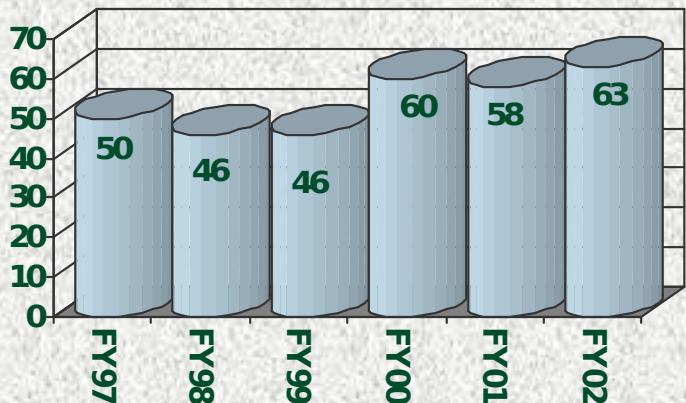


SMDC Contracting TDA Trends

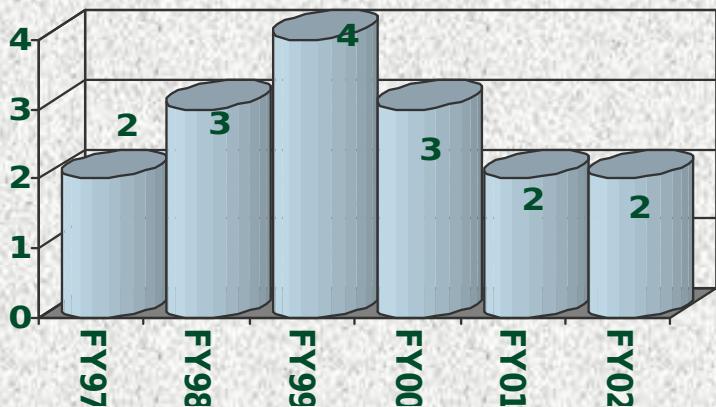
Contracting TDA



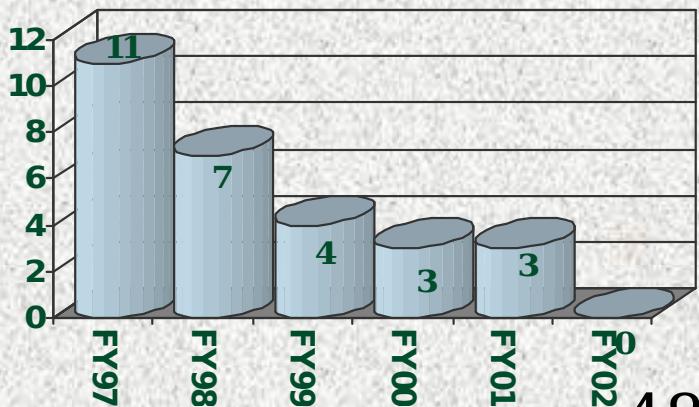
1102 TDA Trend



1105 TDA Trend

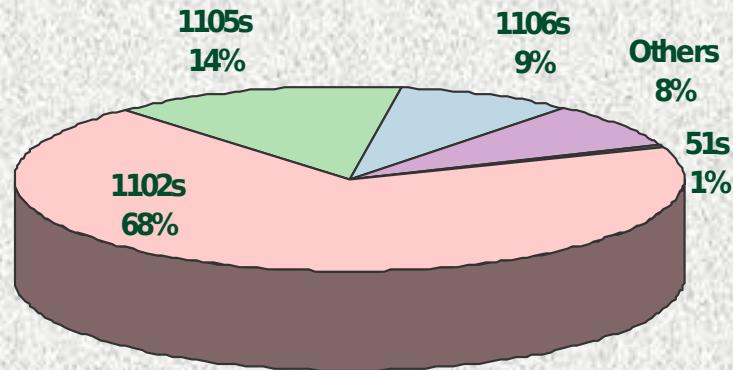


1106 TDA Trend

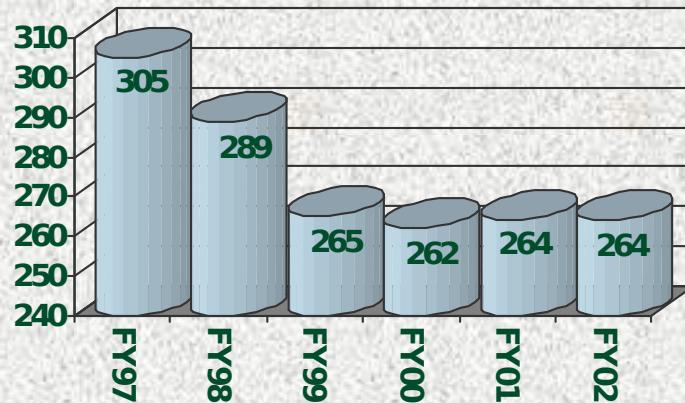


TRADOC Contracting TDA

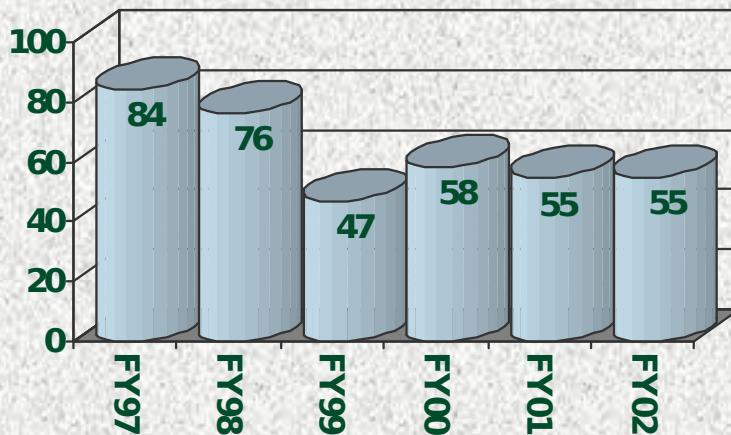
Trends Contracting TDA



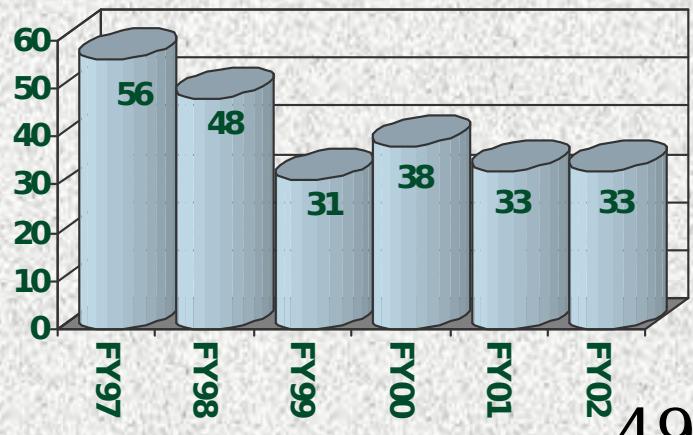
1102 TDA Trend



1105 TDA Trend

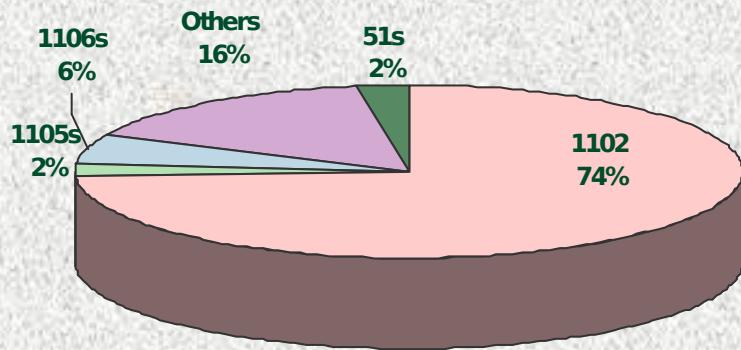


1106 TDA Trend

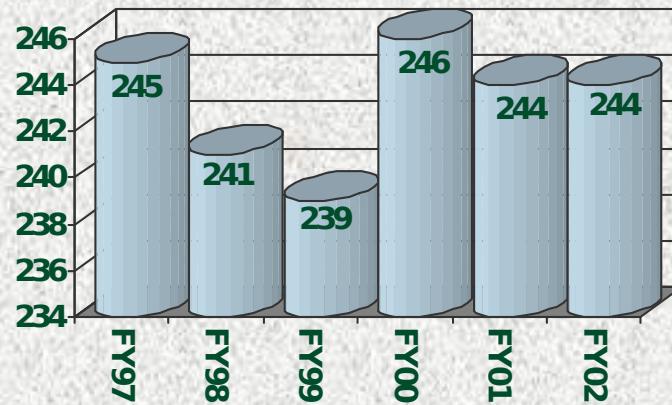


USACCE Contracting TDA

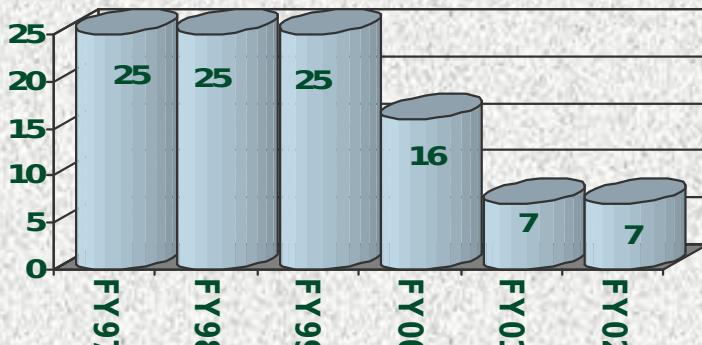
Trends Contracting TDA



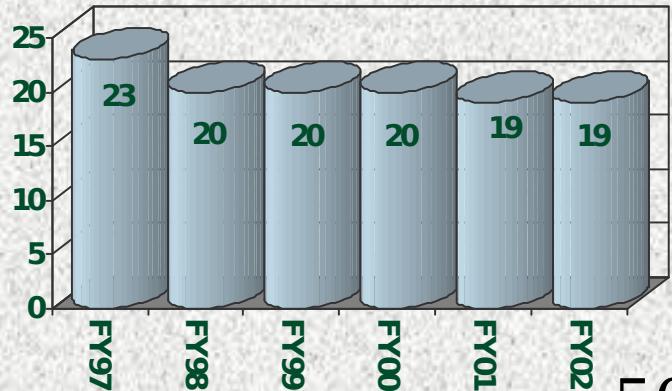
1102 TDA Trend



1105 TDA Trend

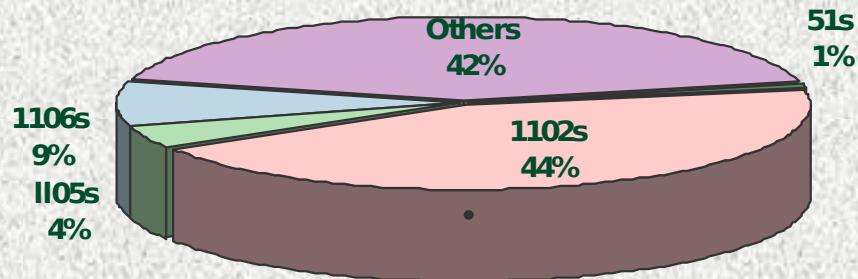


1106 TDA Trend

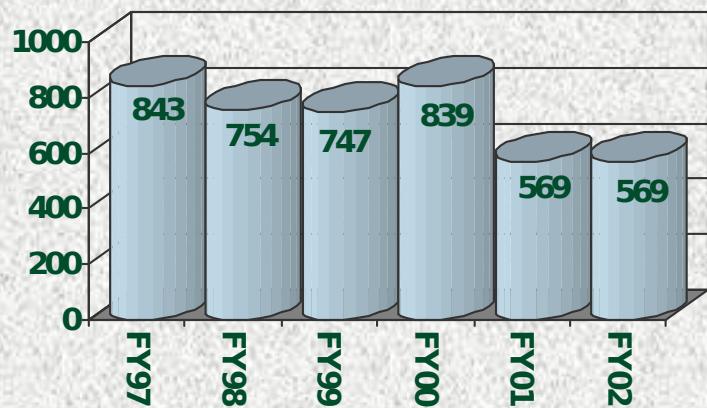


USACE Contracting TDA Trends

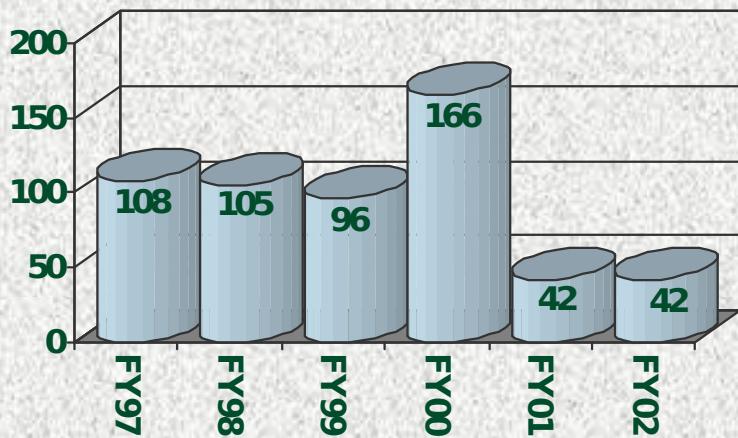
Contracting TDA



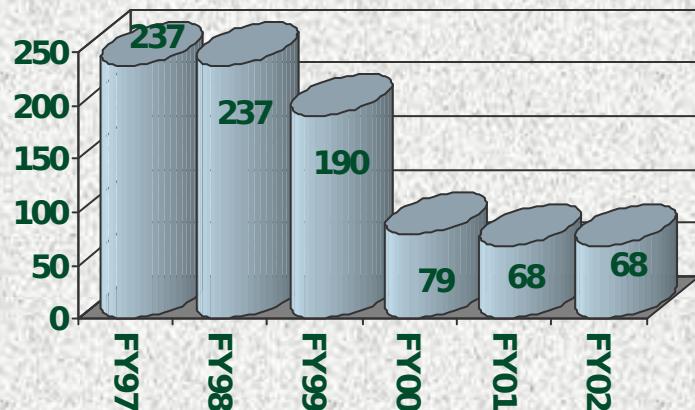
1102 TDA Trend



1105 TDA Trend

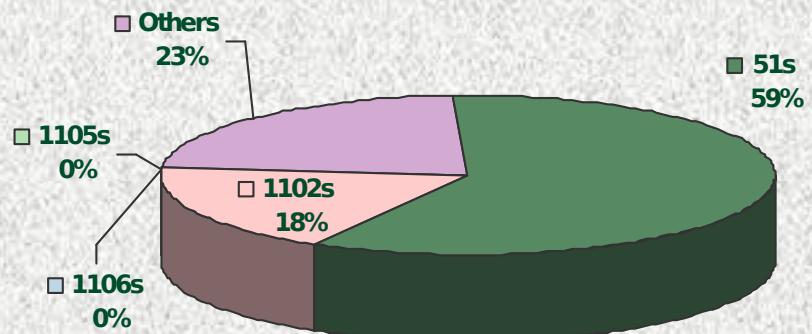


1106 TDA Trend

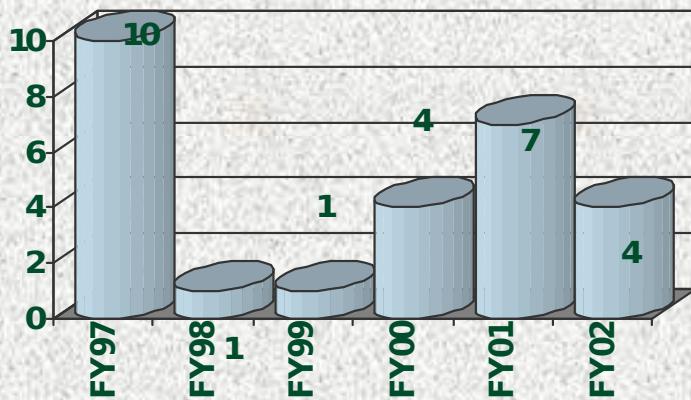


USARCENT Contracting TDA Trends

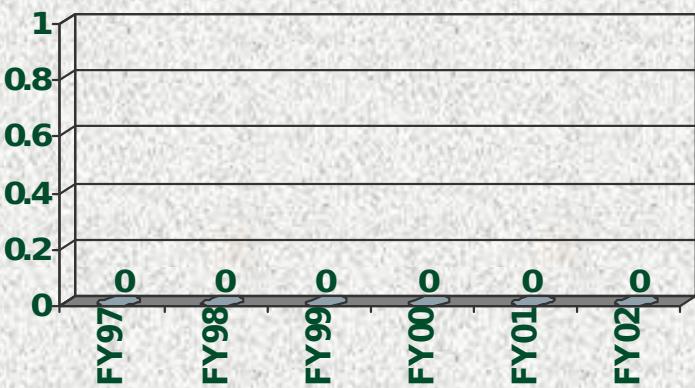
Contracting TDA



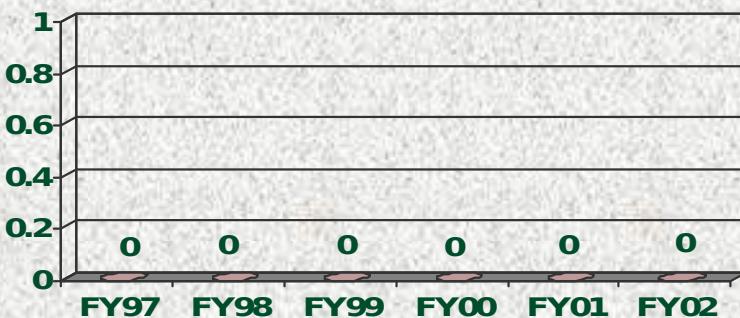
1102s TDA Trend



1105s TDA Trend

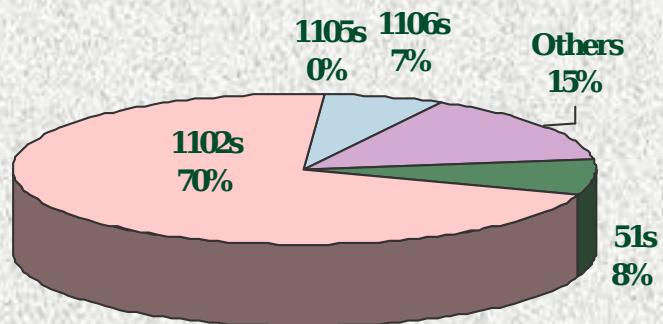


1106s TDA Trend

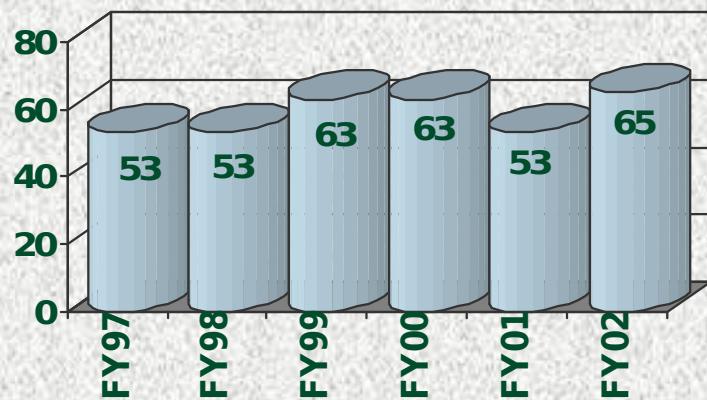


USARPAC Contracting TDA Trends

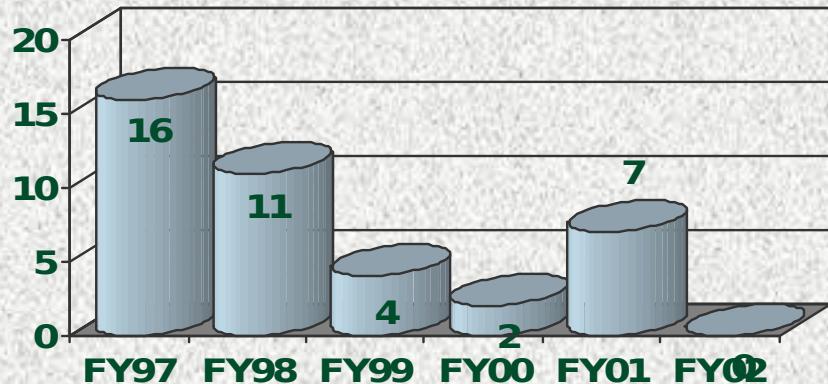
Contracting TDA



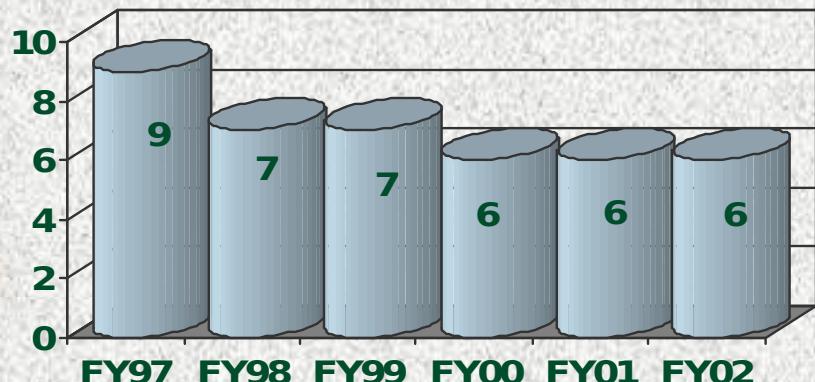
1102s TDA Trend



1105s TDA Trend

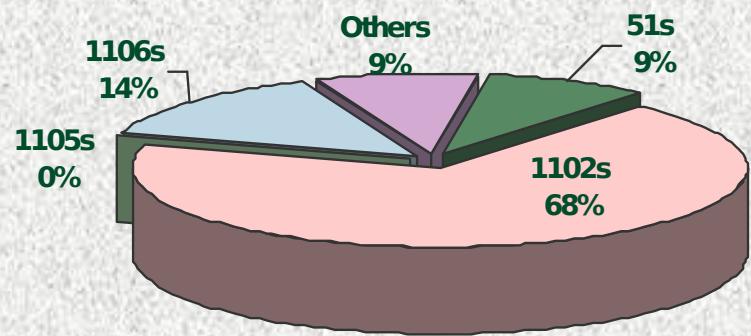


1106s TDA Trend

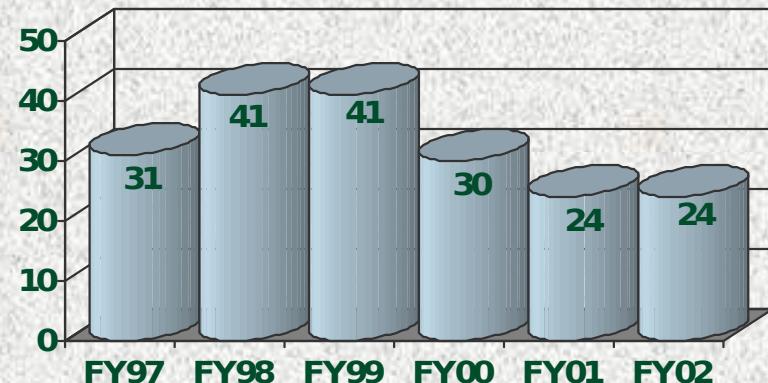


USARSO Contracting TDA

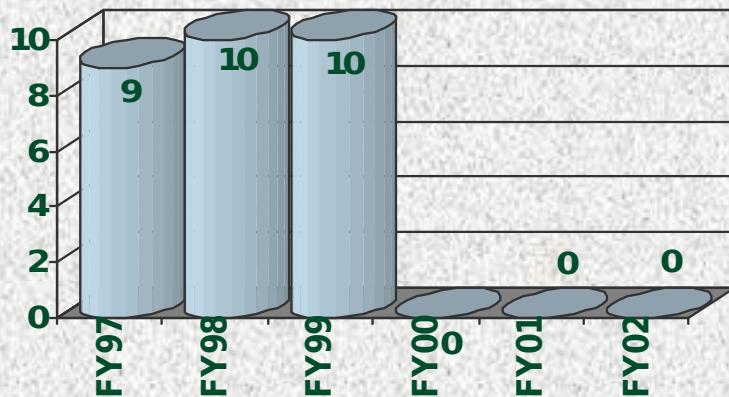
Trends Contracting TDA



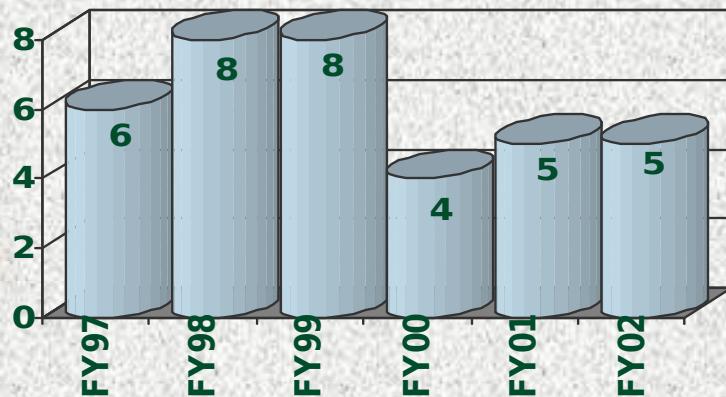
1102s TDA Trend



1105s TDA Trend



1106s TDA Trend



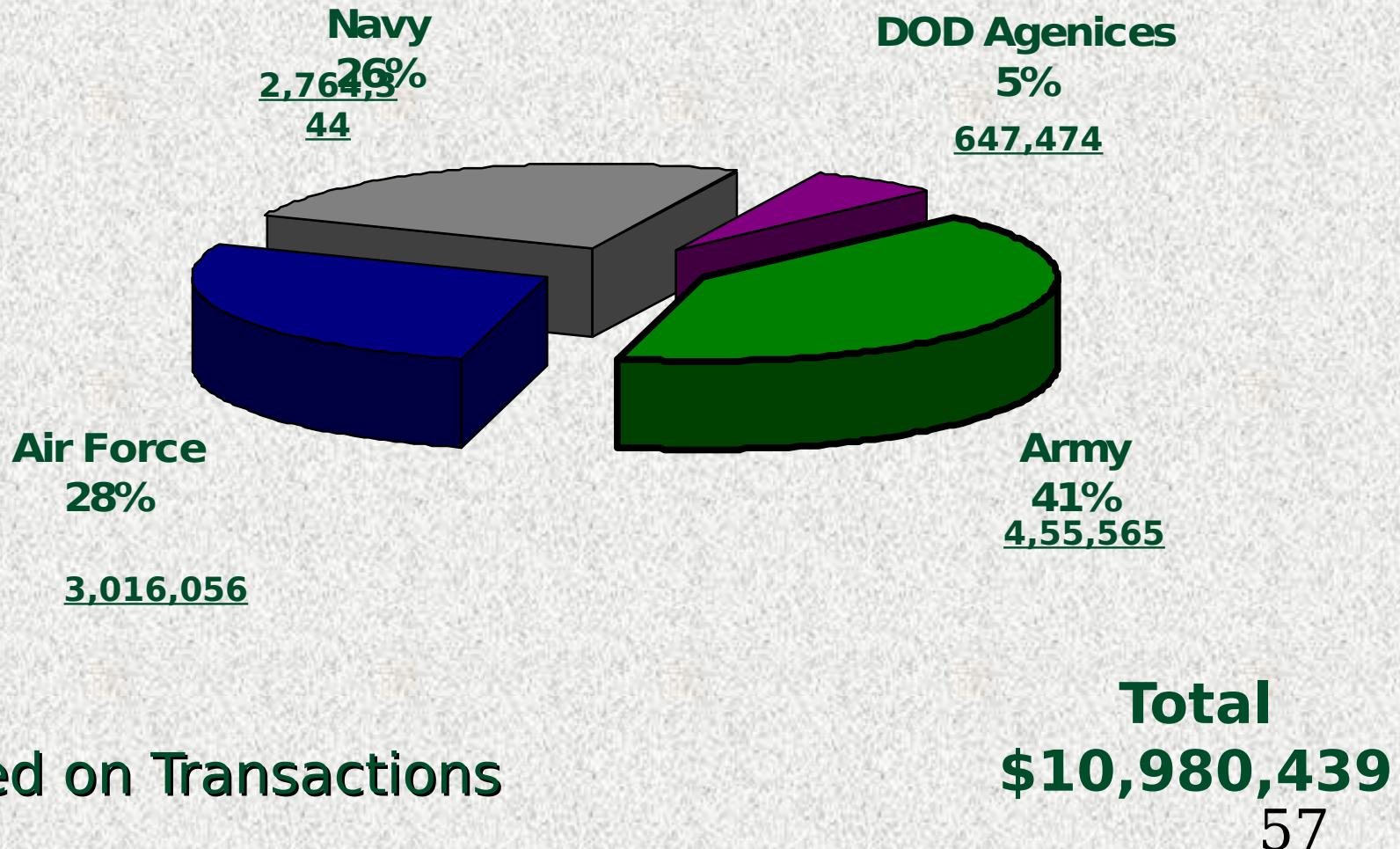
GAO - ARMY PROTESTS FY97- FY02



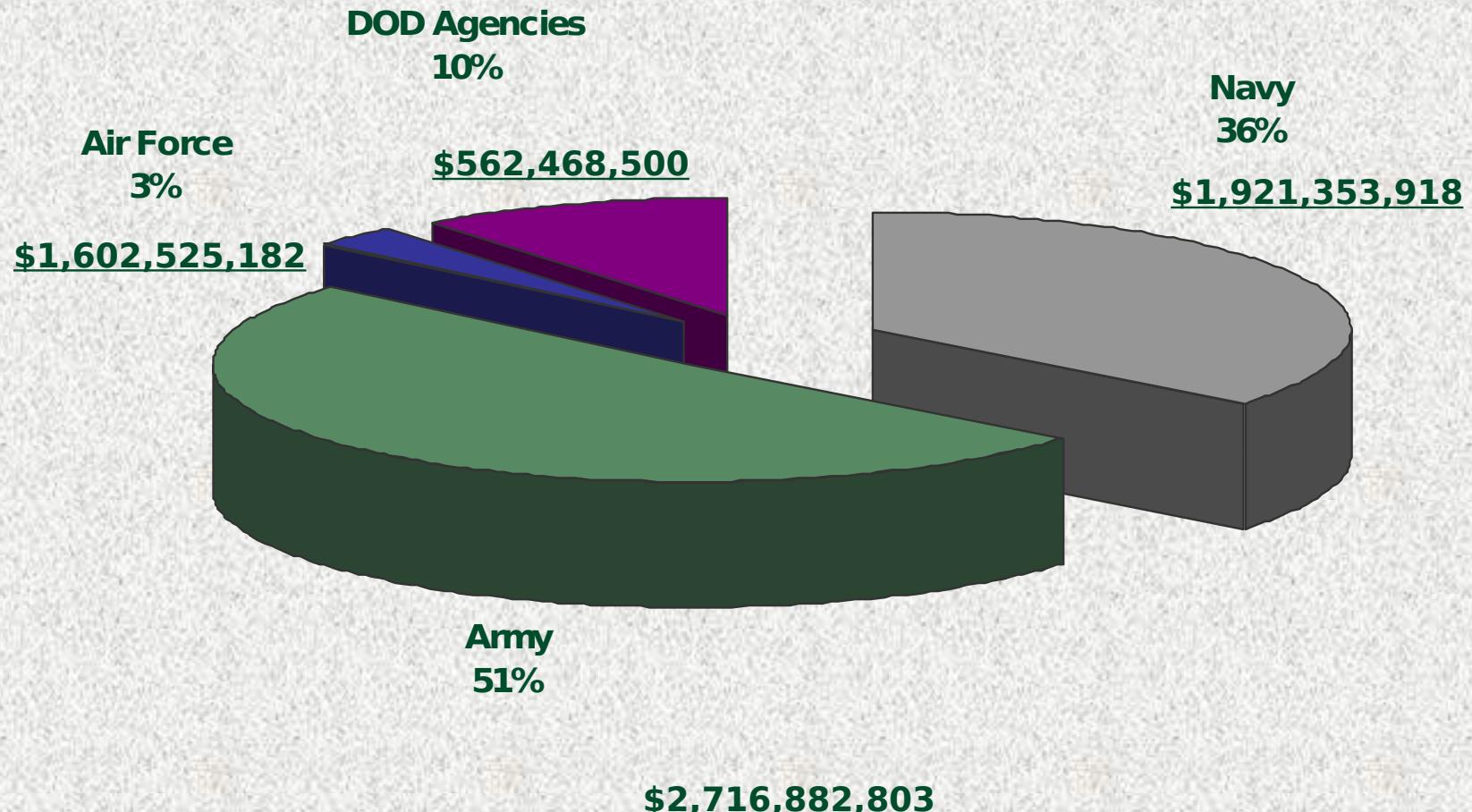
FY02 ARMY PROTESTS



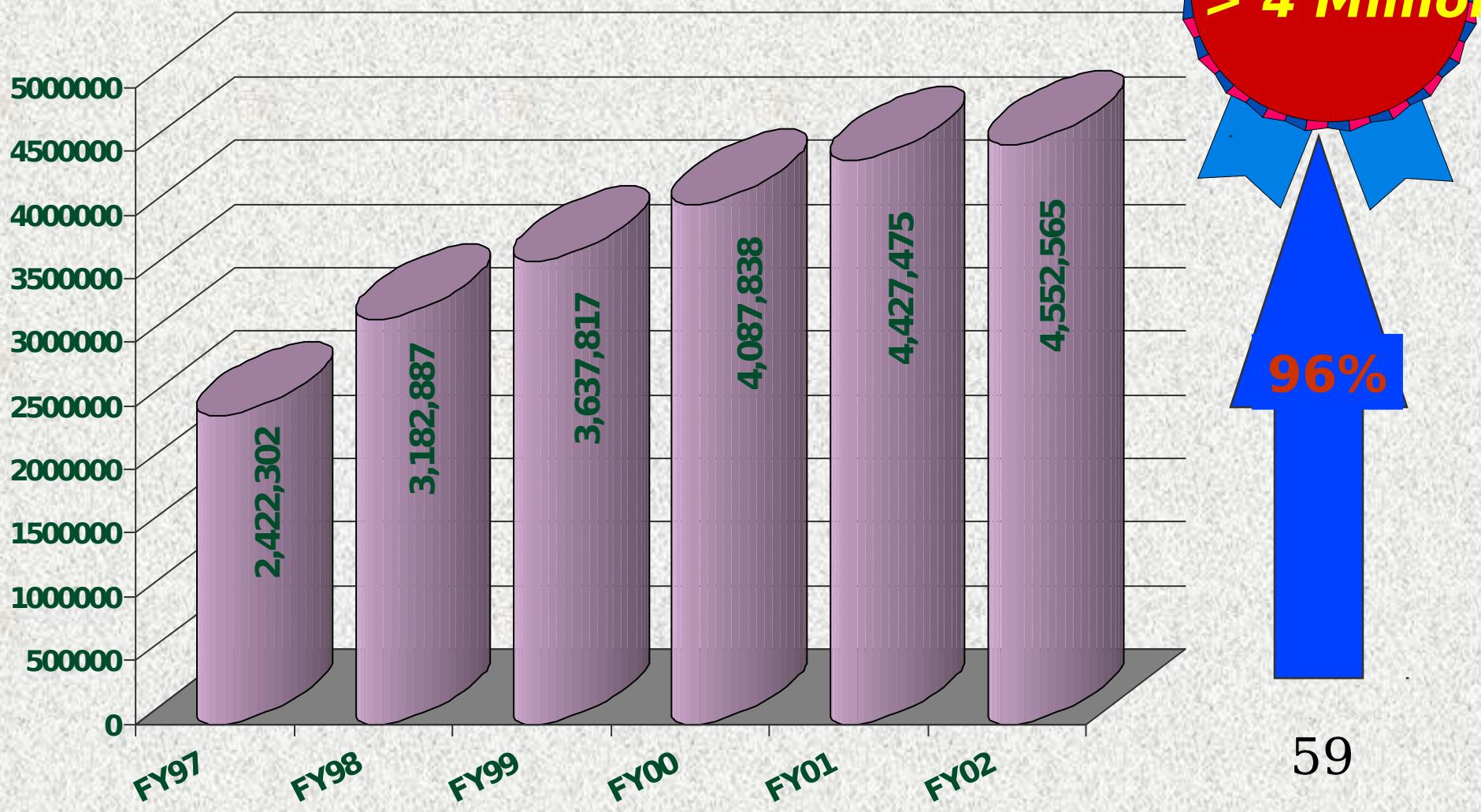
FY02 Defense Department Card Transactions



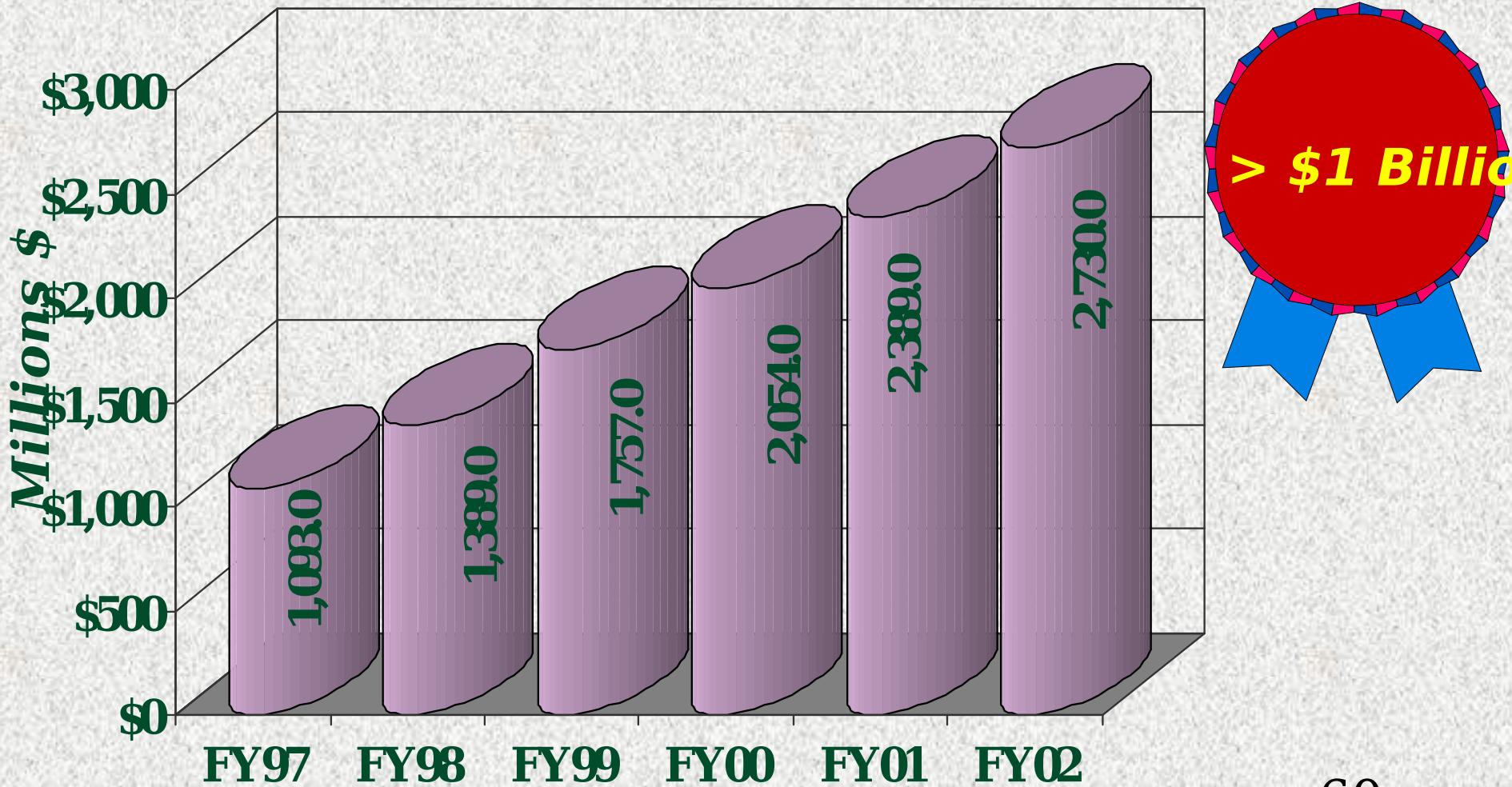
FY02 DOD Purchase Card Program Dollars Purchase



Army Purchase Card Program Transaction

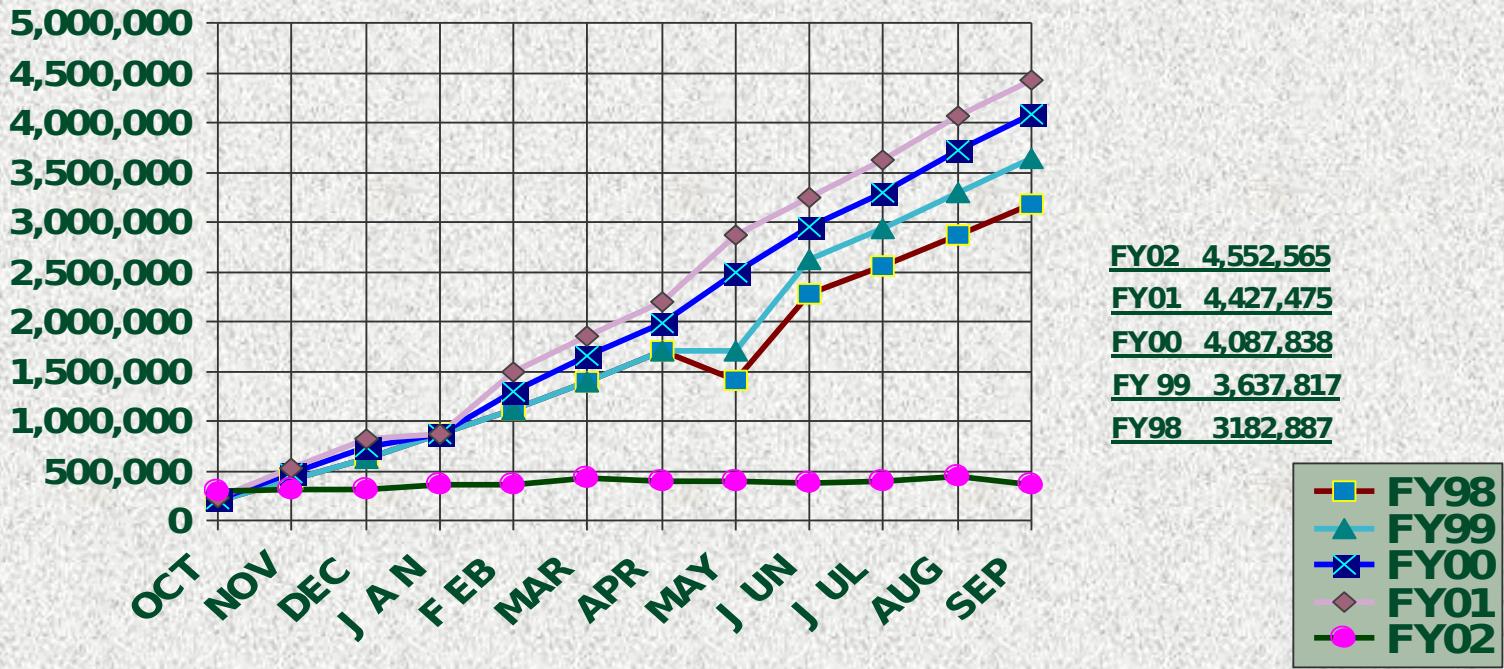


Army Purchase Card Program Growth In Dollars



Army Purchase Card Monthly Actions

FY98/99/00/01/02



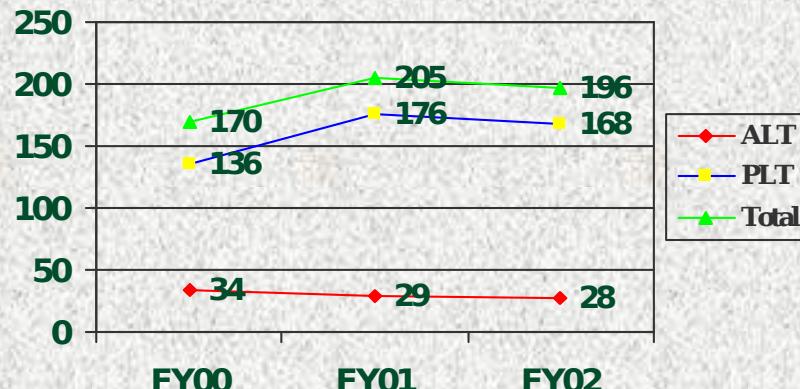
300 % Growth from fiscal year 1998

ALT/PLT Definitions

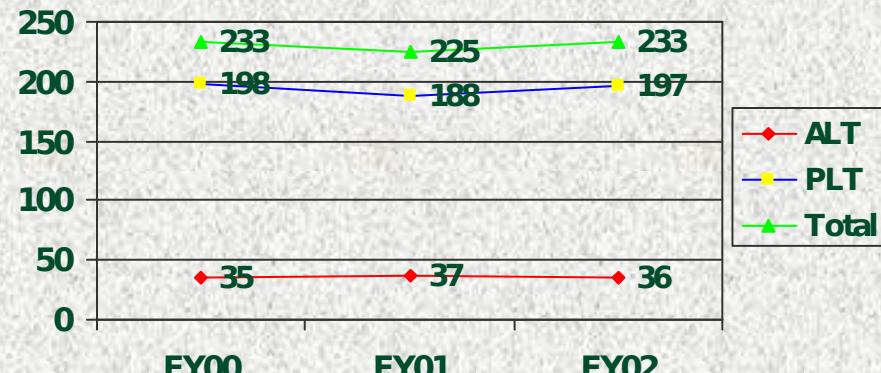
- ALT (Administrative Lead Time) - Days from the date of the requirement (PWD Date) to contract award.
- PLT (Production Lead Time) - Days from contract award to the first significant delivery.
- Dollar Weighted Days - A demand and unit price driven average of all spares National Stock Numbers (NSNs) we buy.
 - Formula used is I/A/W DOD 4140.1-M, “Secondary Item Stratification Manual”
- RDES (Requirements Determination and Execution System) - AMC’s inventory management system.
 - Generates a requirement whenever a reorder point is reached.
 - Reorder point includes parts needed to cover ALT/PLT.
 - Lower ALT/PLT reduces reorder point.

AMC ALT/PLT by Inventory Control Point

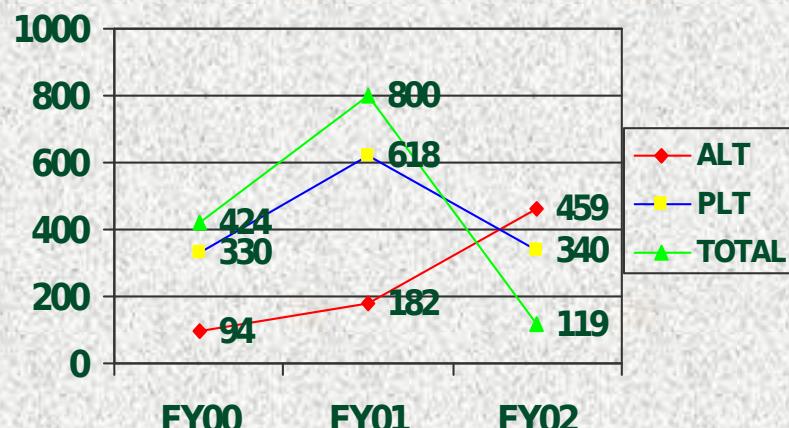
CECOM



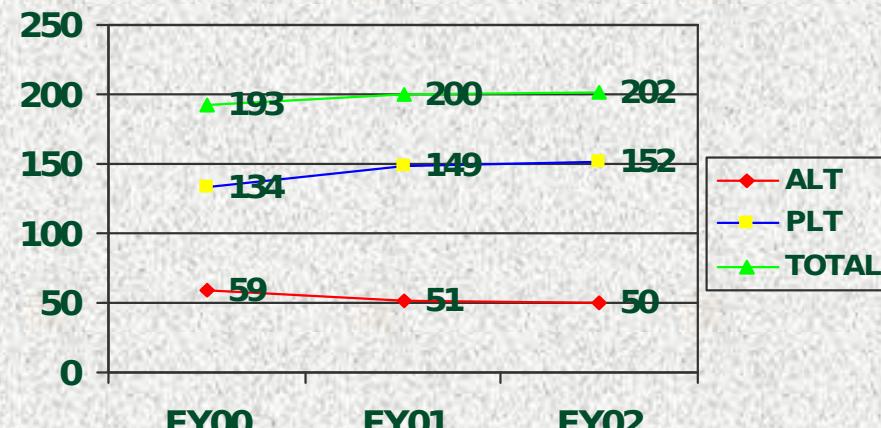
TACOM



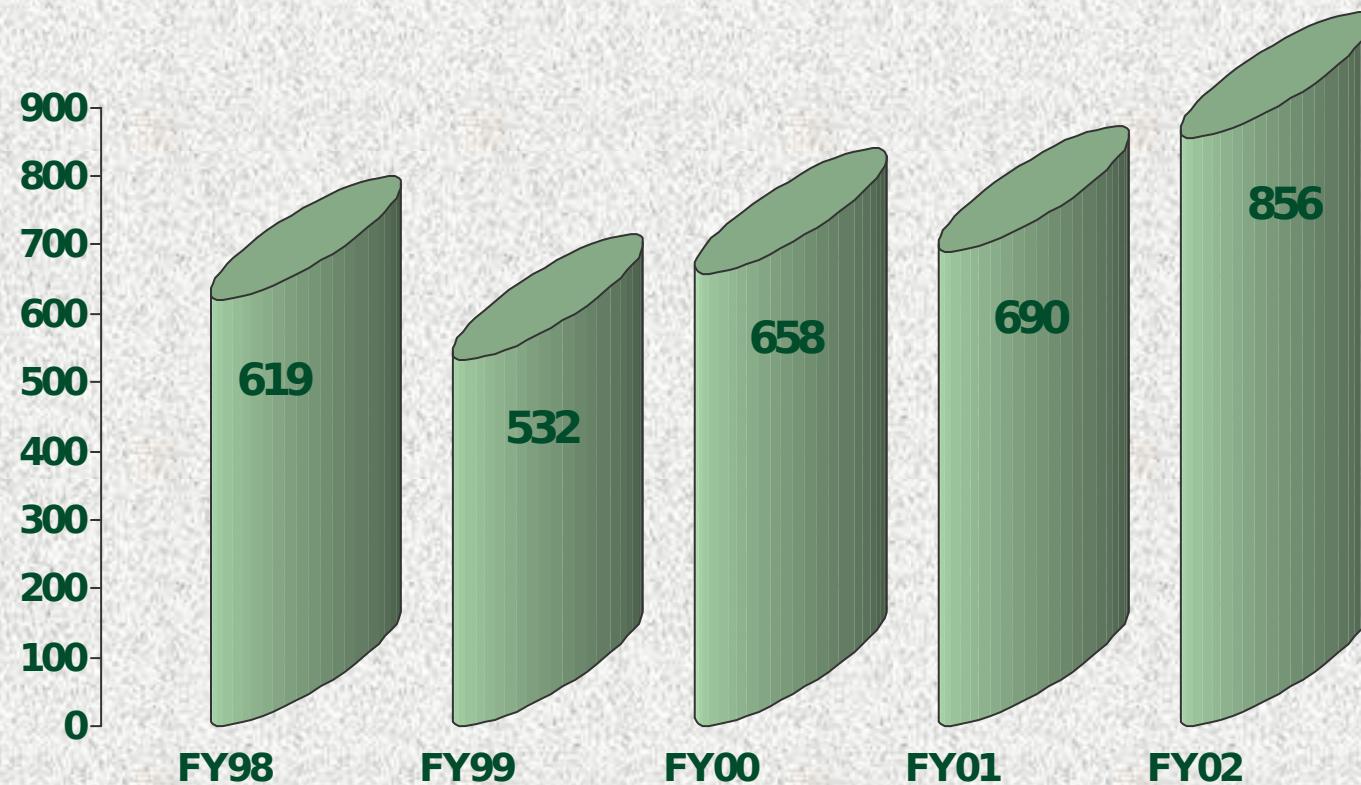
AMCOM



SBCCOM



Congressional Contract Award Notifications



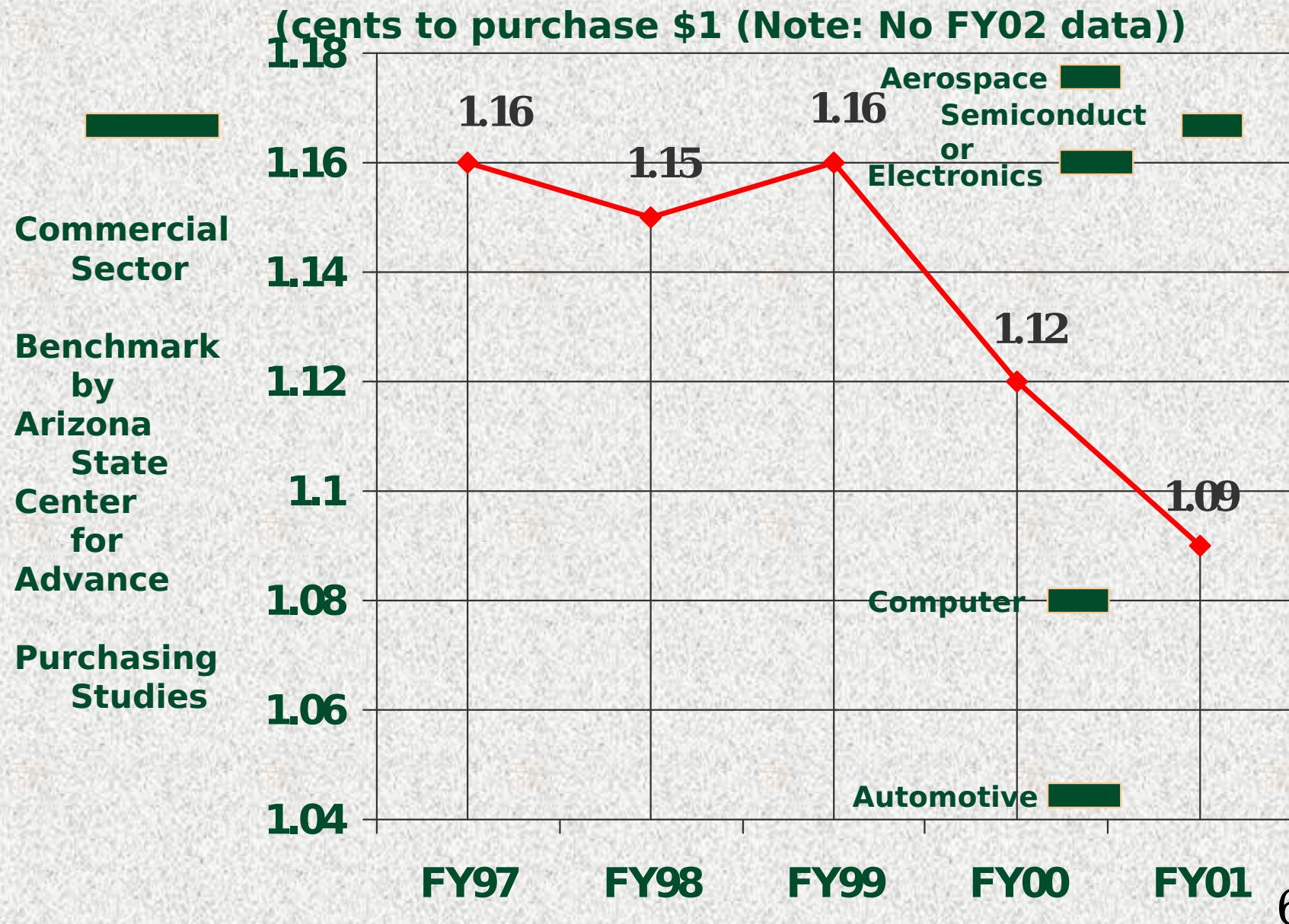
Congressional Notifications are contract awards (actions) over \$5M (does not include White House Notifications)

DoD Formula for Cost to Purchase Metric

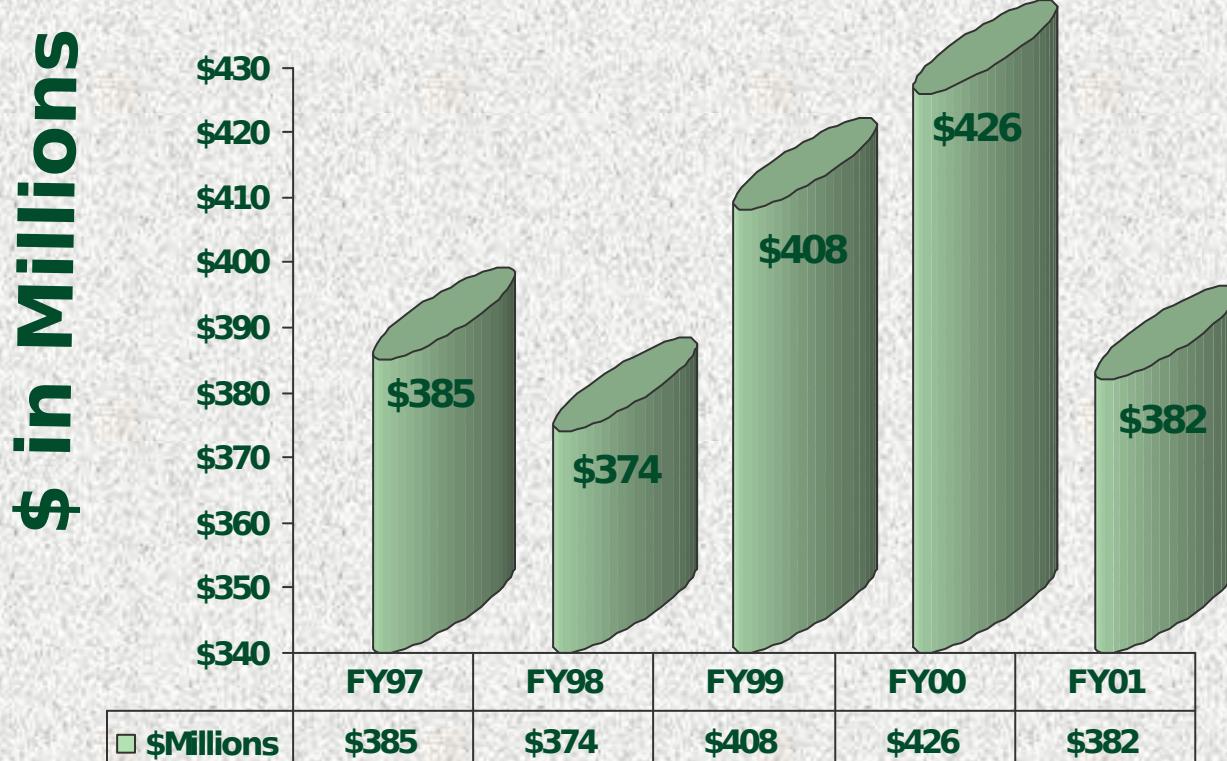
Purchasing Operation Expense
Value of Contract Obligations

- **Purchasing Operation Expense - Total Contracting Workforce Salaries & Benefits**
- **Value of Contract Obligations - Total Obligations**
Reported on DD 350 & DD1057

ARMY Cost to Purchase

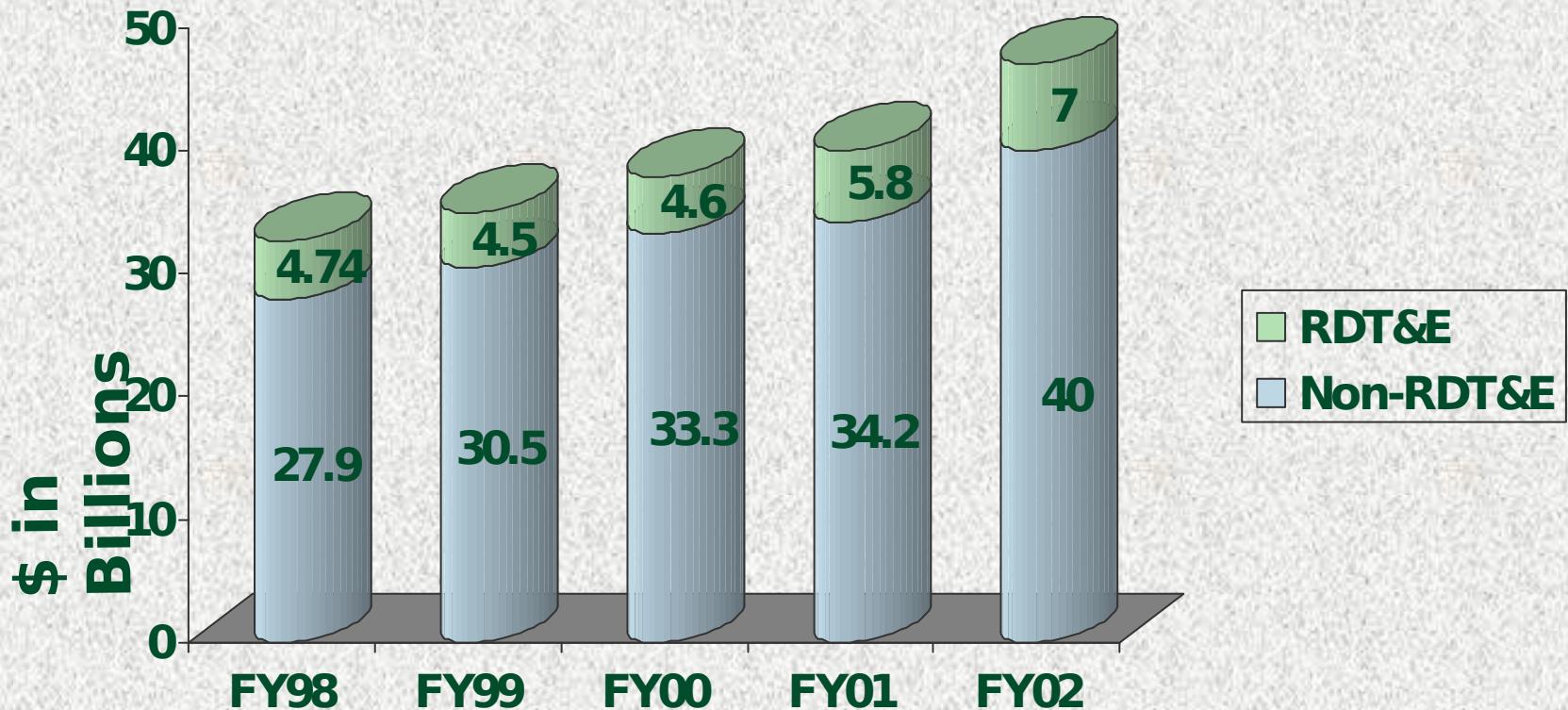


ARMY Operating Expenses For Purchasing



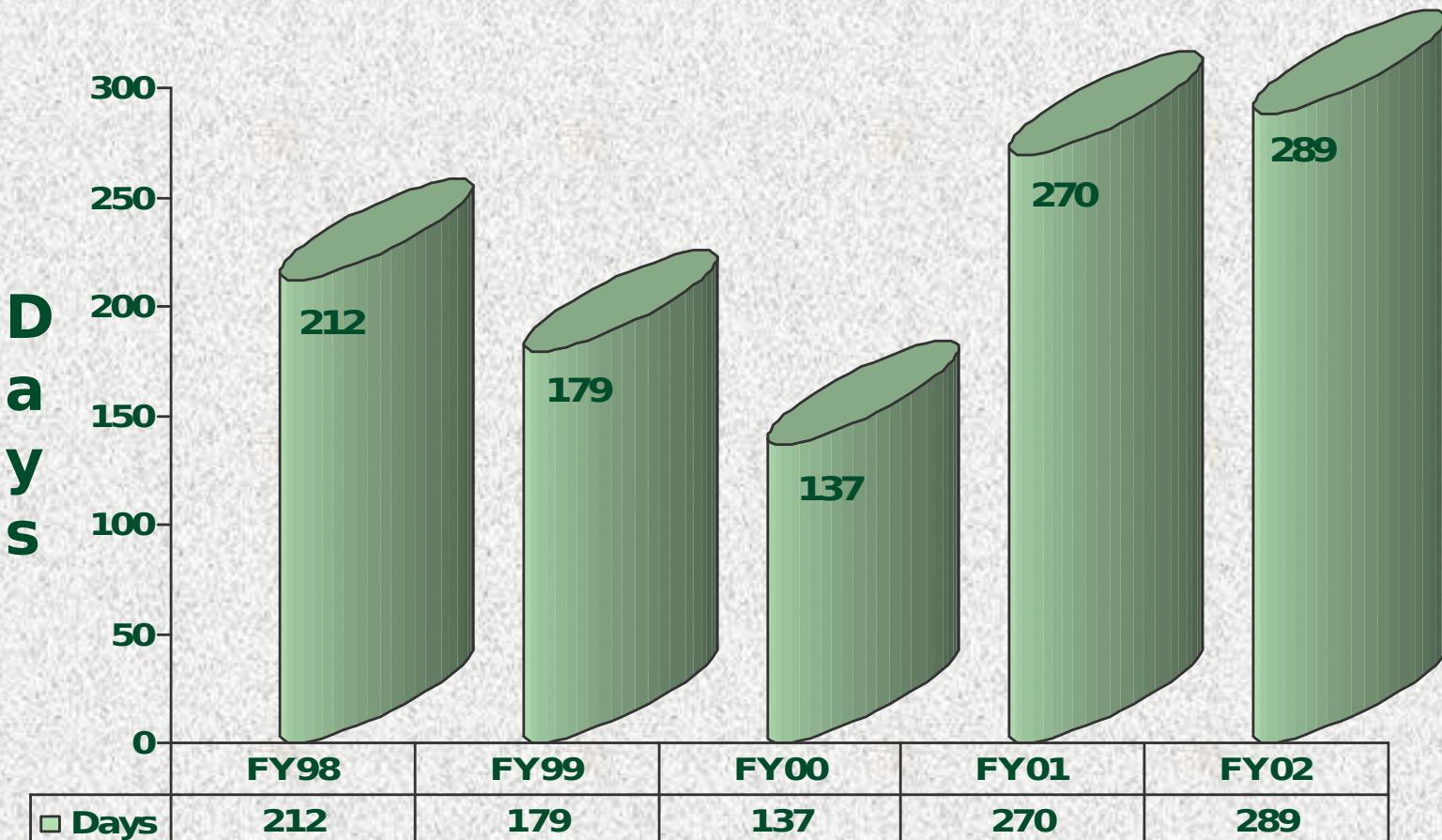
**Decrease in FY01 caused by reduction in the
Workforce (Note: No FY02 data)**

Army Obligated Purchasing Dollars (RDT&E vs. Non-RDT&E)

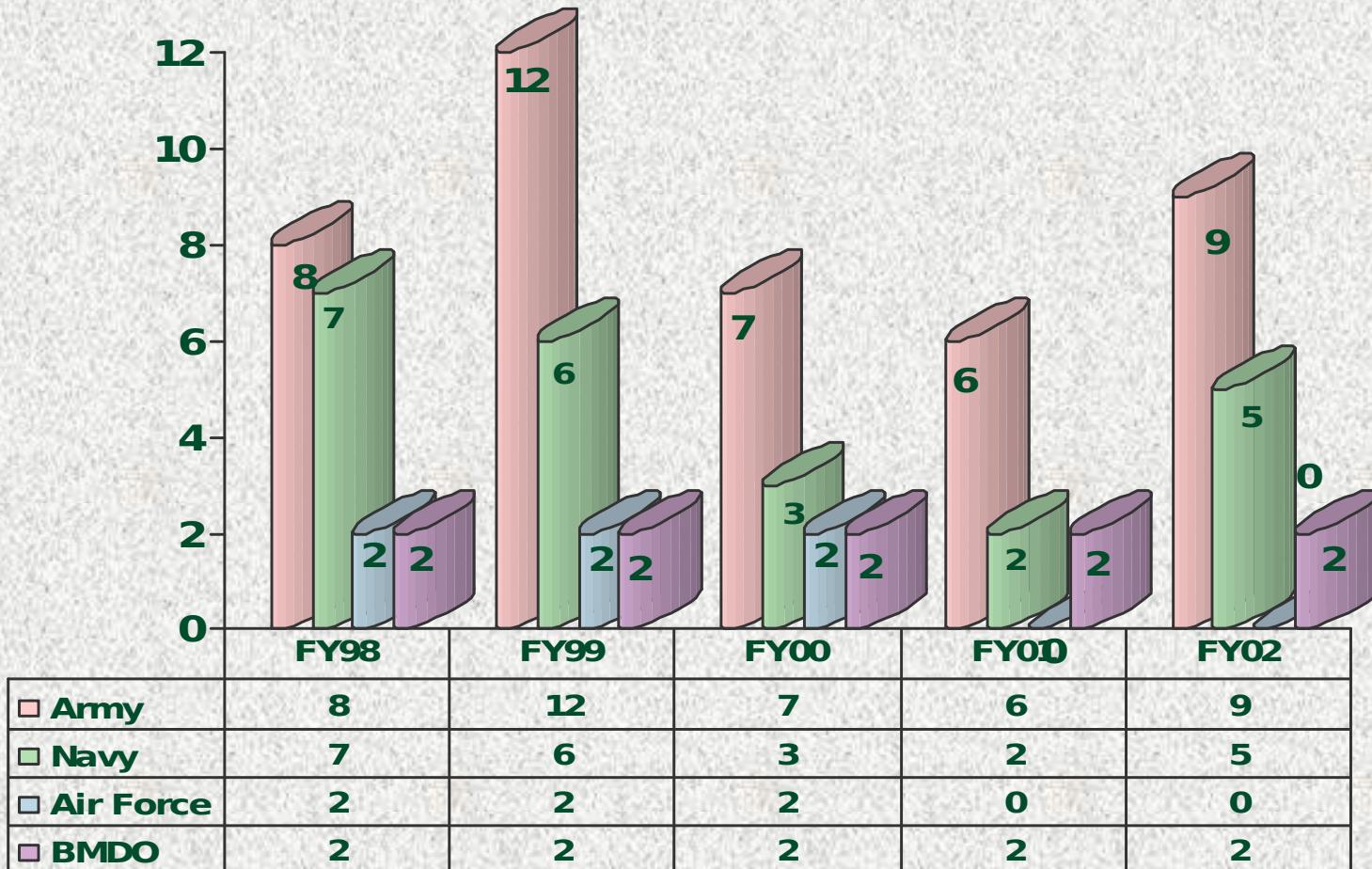


**Non-RDT&E Dollars Increased in FY02
While RDT&E Dollars Constant**

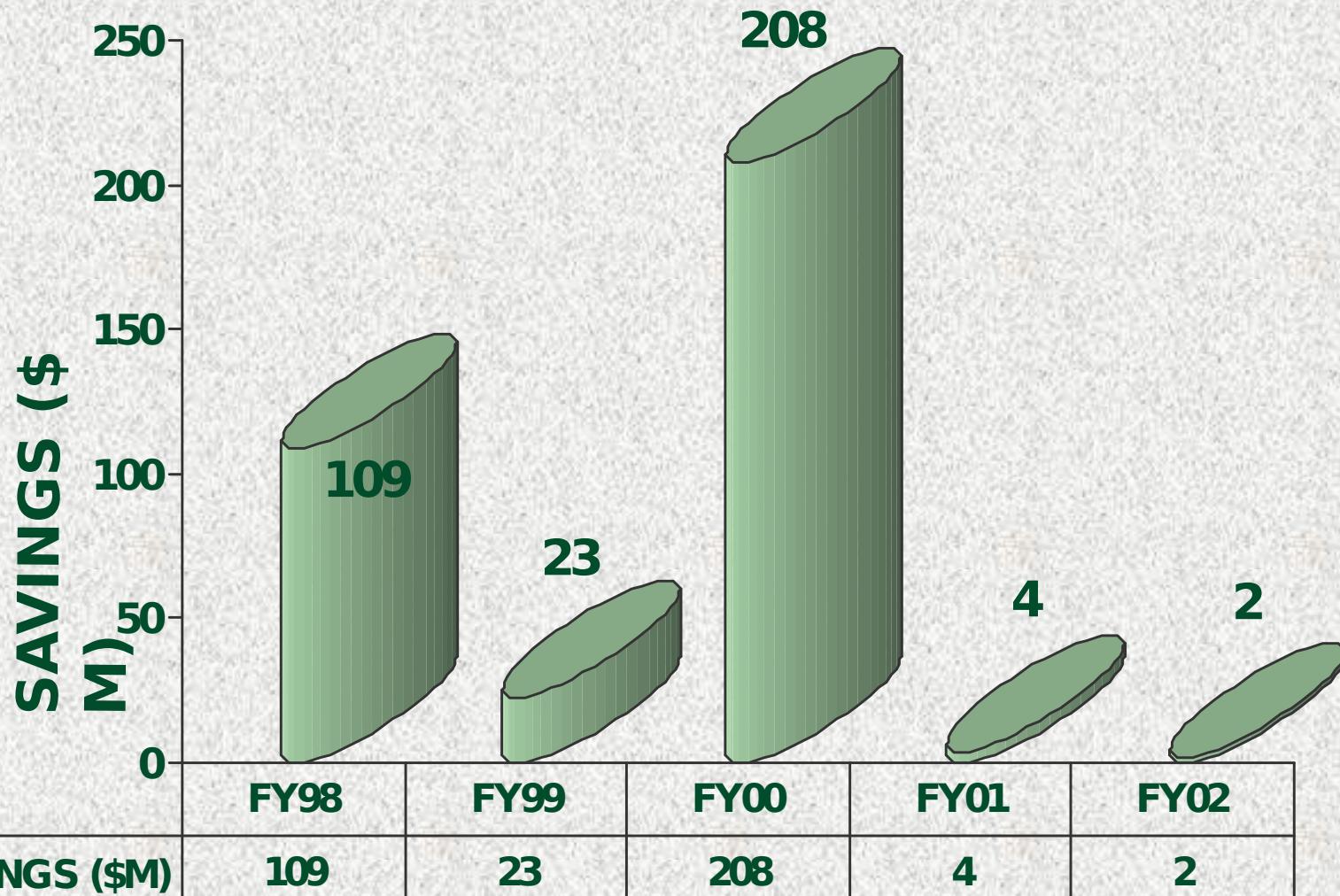
Average Time To Award a VECP



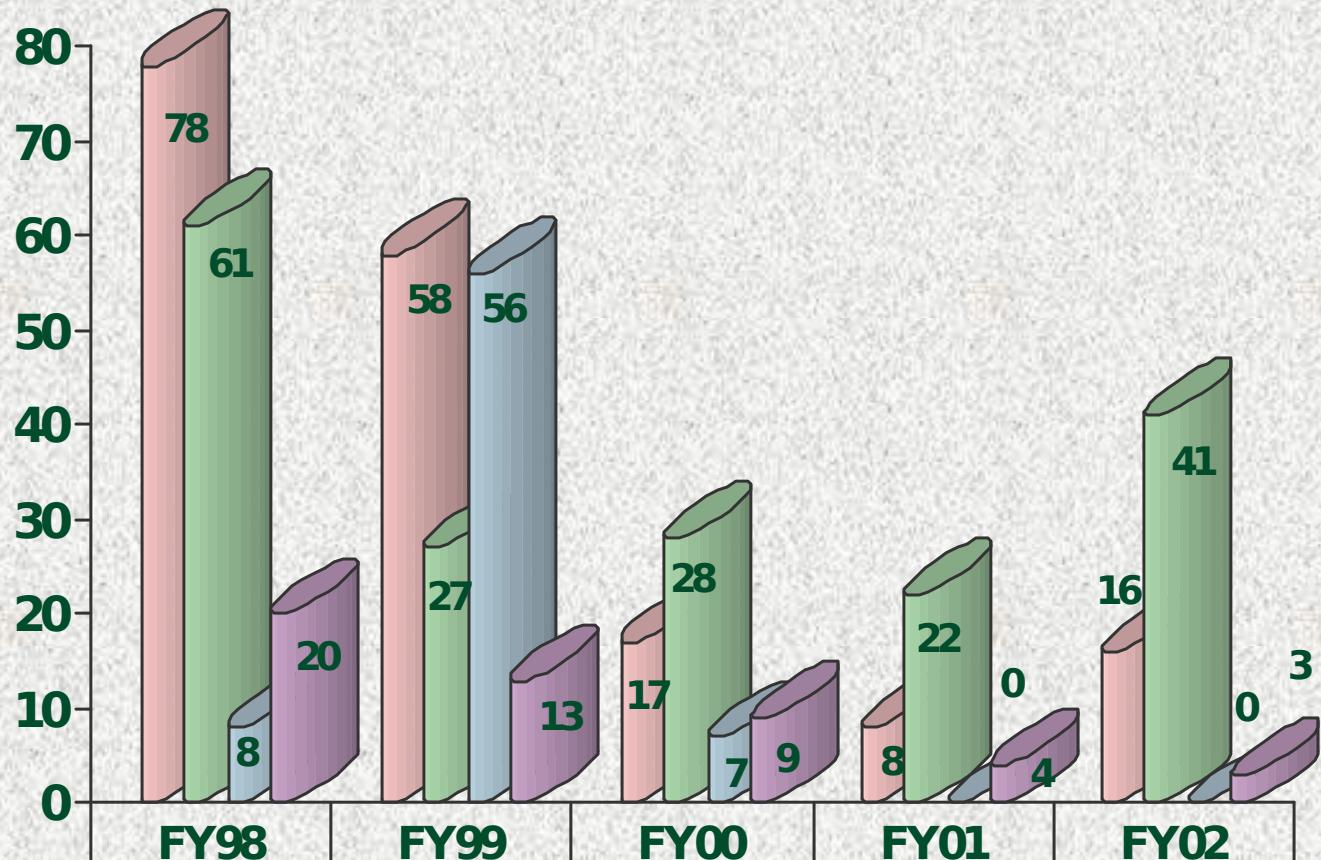
Number of MDAPs with VE Activity



DOD VECP SAVINGS (\$M)



Number of VLECPs Awarded



Army	78	58	17	8	16
Navy	61	27	28	22	41
Air Force	8	56	7	0	0
DLA	20	13	9	4	3